NOVEMBER 12, 1973

Commerce Today

savenergy

★★★ to keep America working!

FROM THE SECRETARY

'They Are Crying For Us To Come'

Last summer I traveled to the Far East, visiting with government and business leaders in Japan, the Republic of Korea and the Republic of China. I came away with a strong impression of the great opportunity American business has for sales to the Far East.

In many meetings with American businessmen since that trip, I have emphasized these two points:

► Our net trade deficit with our 12 leading partners of the Far East last year was $5.2 billion.

► The countries of the Far East are concerned about these imbalances and are clearly anxious to increase their purchases from the United States.

I have also recently received a letter from a U.S. businessman who just returned from the Far East from what he describes as a "concentrated visit to Japan and Southeast Asia." His impression of the opportunities for American business in that part of the world is stated bluntly:

"They are crying for us to come."

My correspondent makes these observations:

—Most of the Southeast Asian countries are poised to realize their potential as a source of abundant natural resources.

—The active presence of our international competitors in Southeast Asia is proof enough of business opportunity in that area of the world.

"Most everywhere we went," he writes, "we were asked to take a more active role in domestic economies, to replace military withdrawals with commercial advancements, and to provide greater competition. . . . I think we have many friends in that part of the world and tremendous opportunities for replacing dwindling raw material sources, and for the export of finished products."

In my correspondent's opinion, most American businessmen are not aware of these facts, and he urged me to bring these opportunities to the attention of the U.S. business community.

U.S. exports to the Far East this year are expected to be close to $13 billion, compared with $9 billion last year. Japan, of course, is our biggest customer, taking more than half our exports to the area. But there are bright prospects and a healthy climate for major increases in our trade with other Far Eastern countries.

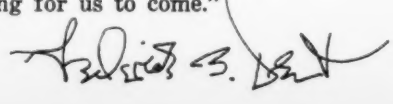
Let me give an example: Members of the widely-heralded Korean buying mission, which toured the United States in September and October eagerly seeking our products, announced on their departure that they had purchased, or intended to buy, almost $700 million worth of our products. *(See story, Page 28.)*

Another example: Taiwan has opened a trade and investment office in Los Angeles to solicit both our products and our technology. Its buying mission to this country last March and April announced the purchase of $800 million worth of our goods.

Throughout the Far East, one of the key factors bearing on U.S. export prospects is the improved price competitiveness of American goods resulting from dollar devaluation and the upward revaluations of the Japanese yen, the German mark and the Australian pound.

But my American businessman-correspondent expresses a factor that may be even more important. I have cited it once and I cite it again:

"They are crying for us to come."



Commerce Today

Vol. IV, No. 3, November 12, 1973

2 Economic Highlights
A strong surge in the foreign trade balance in September enhances the outlook for the U.S. balance of payments and the domestic economy.

4 'The Party's Over,' Dent Warns U.S. Energy Consumers
An appeal is made to American businessmen that if voluntary restraint doesn't do the job, mandatory controls may be necessary.

10 U.S. Contractors Seen Aiming At Bigger Share Of Development Activity
American bidders may soon be heading into the thick of world competition for the contracts that flow from funds of major development banks.

14 Domestic Business Report
Chlorine part of chain of shortages—Real property assessment studied—Task force to seek ways to stimulate fertilizer supply—Phase IV developments—Marble company eligible for trade adjustment assistance—New construction declines.

25 Science & Technology Report
Europe's patent accord to help U.S. firms—FAO fishery conference to draw industry top talent to Tokyo—Cold winter boosts chances of critical fuel shortage—Science calendar.

28 International Commerce Report
Korean mission buys $700 million in U.S.—Reports from U.S. machine tool and printing equipment missions to Eastern Europe—Washington Official Trade Briefs—Reports on recent overseas trade exhibitions—Italian economy faces uncertainties—U.S. sales to Mexico post big gains—Schedule of upcoming trade promotions abroad.

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COVER: *"Save energy to keep America working" is the theme of the present government effort to convince U.S. business, industry and the public that energy is indeed in short supply this autumn. Measures must be taken immediately to cut the nation's waste of energy resources as the story beginning on Page 4 points out.*

Dramatic Change In Foreign Trade Improves Outlook For Economy, Balance Of Payments

Economic Highlights is prepared by Dr. Sidney L. Jones, Assistant Secretary of Commerce for Economic Affairs.

An upsurge in the U.S. foreign trade balance in September raises hopes that the improving trend is stronger than had been anticipated at the beginning of the year. Imports declined in September for the first time this year while exports continued to climb; the resulting $873 million trade surplus has important implications for the U.S. balance of payments and the domestic economy.

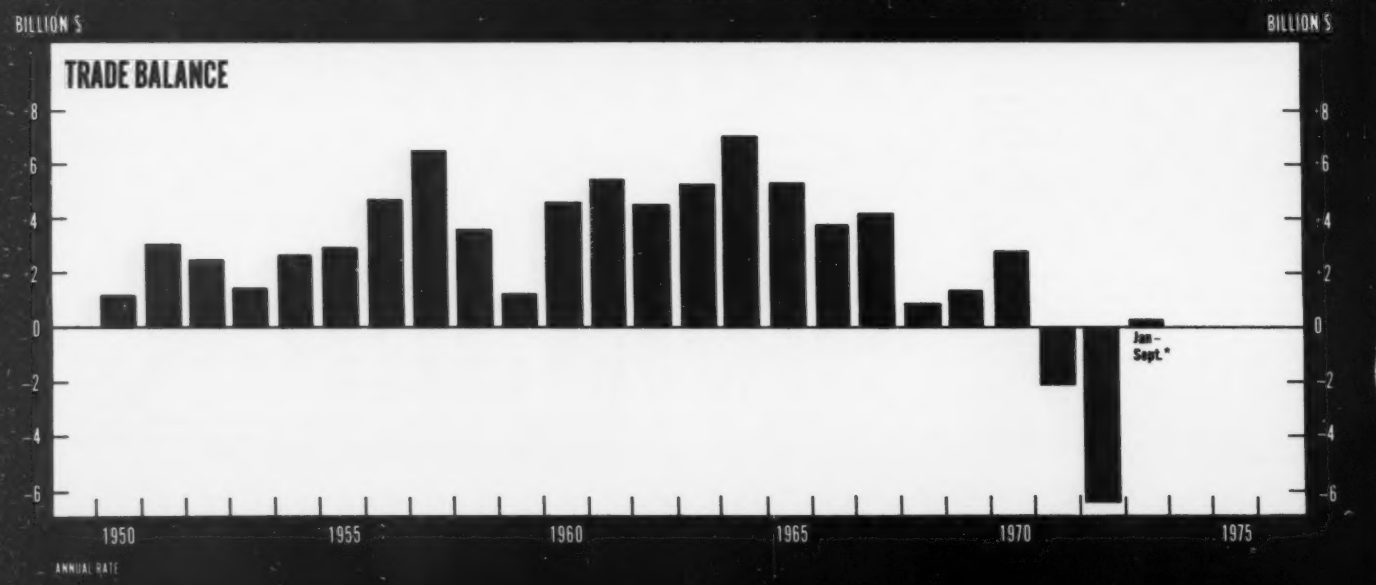
Although one month's performance frequently can be discounted because of fluctuations in foreign trade figures, the magnitude of the September improvement was impressive. It was the largest surplus in eight years, and it wiped out a cumulative deficit of $700 million that had accrued in the previous eight months of the year.

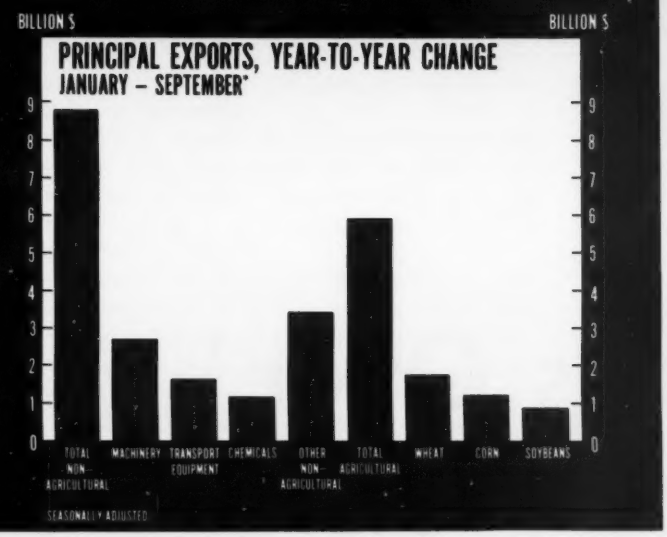
A moving average, which has the effect of smoothing out the month-to-month fluctuations, shows that the trade balance began improving in late 1972, even though the total deficit for that year was $6.4 billion. Although improving, the merchandise trade figures were still on the deficit side early in the year and it was generally assumed that 1973 would be another deficit year. There is a good chance that this year will wind up approximately in balance, or perhaps with a modest surplus.

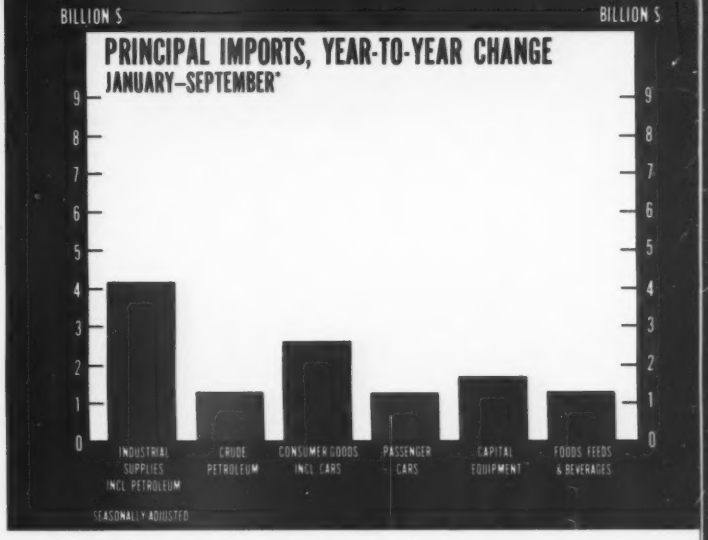
As indicated by the long-term chart, the United States had experienced trade surpluses for many years. The 1971 deficit of about $2 billion was the first since 1888.

Since the trade balance is a component of the balance of payments, the upward shift will favorably affect our overall international payments position. Moreover, it has a strong psychological impact around the world because it is indicative of American business' ability to compete in both world and domestic markets.

The underlying reasons for shifts in for-







eign trade are difficult to identify, although many analysts believe that the delayed impact of the devaluation of the dollar in late 1971 is the major factor. The slower growth of the economy over the past two quarters is also an important factor since a rapidly growing economy usually generates a strong demand for imports.

The devaluation of a currency makes imports more expensive to domestic users and exports less expensive to foreigners. This initially has a perverse effect, with the dollar volume of imports rising and the dollar volume of exports declining (assuming that other factors are unchanged). As markets adjust, however, domestic users are unwilling to buy as many of the higher-priced imports, while foreigners are willing to buy more of the relatively less expensive exports.

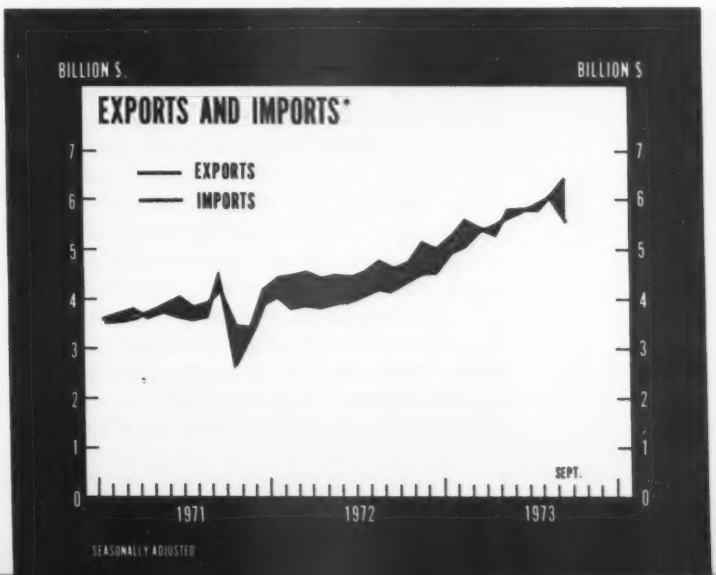
While it seems logical to conclude that the 1971 devaluation of the dollar is having a favorable influence on trade, it is quite possible that the devaluation in February of this year may still be having a dampening effect. Thus, some further favorable influence from the 1973 devaluation may be in prospect next year.

As the chart on major trade sectors indicates, improvement has occurred across a broad spectrum of both exports and imports. This was also true of the September figures. The only apparent aberration of significance in the one-month figures was a decline in petroleum imports, an item that is likely to resume its upward trend in the months ahead if the tragic situation in the Middle East can be stabilized. The largest monthly downswing was in automobile imports from Japan and Europe, although television sets, clothing, meat, and coffee imports also declined.

On the export side, increases occurred in several important sectors: transportation equipment, machinery, chemicals, metals, paper products, and textile mill products. After increasing strongly earlier this year in both price and physical volume, agricultural exports were virtually unchanged in September. The upward trend is expected to resume, however, as farm commodities become available from this year's large crop harvest.

Overall, exports increased by about 7½ percent in September, and imports declined by about the same proportion.

A shift in the foreign trade sector has a strong impact on the domestic economy. For example, a shift from a deficit of $6.4 billion in 1972 to approximate balance this year would mean that, in general terms, a $6 billion dampening influence would be removed from the economy. Similarly, a further improvement in the foreign trade sector next year would mean an additional boost for American production, and a consequent increase in American jobs, income, and profits.



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'The Party's Over,' Dent Warns U.S. Energy Consumers

If Voluntary Restraint Doesn't Do Job, Secretary Foresees Mandatory Controls

The American business community and public have been warned by Secretary of Commerce Frederick B. Dent that they must cut down on the use of energy or prepare to pay the price in possible plant shutdowns, resulting unemployment, closed schools, cold homes and offices, and other dislocations and inconveniences.

"We must show that we can respond to the challenge," he said. "There is enough loose use of energy which, if saved, "would avoid a major dislocation of the nation's economy.

"On the other hand, if we continue the light-hearted, frivolous attitude that is so prevalent now it is bound to show up in the number of jobs than can be maintained, and in the hours of plant and office time that can be operated. The answer to the problem is in the hands of 210 million Americans.

"It depends upon whether we can change our lifestyle, whether we can bring ourselves to respond. We have it in our power to avoid major dislocations if we will. Thus far, however, the average American is not practicing the degree of discipline necessary to avoid the problems that are looming on the horizon, and the time fuse is getting shorter. We are clinging too much to the attitude of business as usual. The standards of the past will not prevail in the days ahead."

Pointing out that American business accounts for 70 percent of the energy used by the nation, Dent has appealed to 43,000 business establishments to join in a many-sided voluntary energy conservation effort.

He has warned that unless voluntary energy conservation works, pressures will mount for a mandatory energy allocation system, which would take time to legislate into existence and still longer to establish, create a huge bureaucracy to administer, and cause severe dislocations and other difficulties. Yet the time to do something, he emphasized, is now.

At a recent overflow news conference in the Department of Commerce, Dent appealed to the business community to adopt a "minimal" four-point "energy management program," which he describes as "a relatively simple and inexpensive way to get a grip on the energy problem."

The program follows:

- Top management must make a commitment to energy conservation.
- Companies should conduct an energy audit, reviewing all the forms of energy used in their operations.
- Firms should set tough measurable en-

ergy conservation goals and report the results to the public.

• They should conduct an energy efficiency campaign aimed at convincing employees, suppliers, customers and the community at large of the need for conservation of energy resources.

"These are minimal but essential steps that we think should be taken," Dent said. "Some companies have done much more."

The aim of the program, he said, likewise is fourfold:

1. To save money on energy costs.
2. To prevent plant shutdowns.
3. Keep people working.
4. Enable business throughout the nation to stay competitive.

Present at the Secretary's news conference was former Governor John A. Love of Colorado, Director of the Office of Energy Policy, who said of the conservation program announced by Dent: "The President has placed this program high on his priority list and certainly lends his full support to it."

Love emphasized that the energy problem will remain with the nation, not only during this winter, but for some time to come.

"This winter," he said, "natural gas supplies to many industrial users will be severely curtailed."

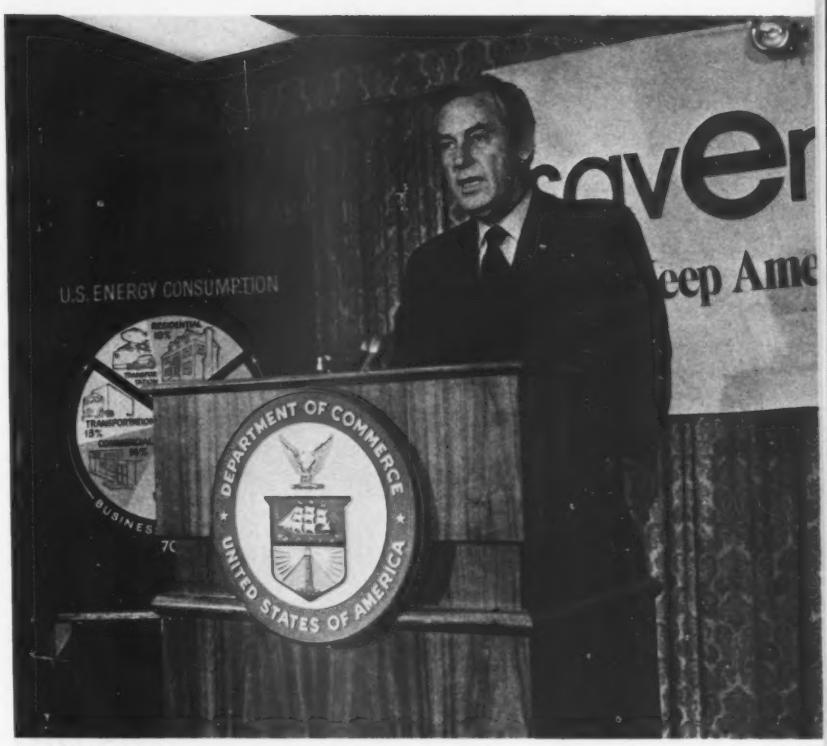
Love previously has warned: "One thing you may be sure of—we are not going to use energy we don't have."

Dent made public at the news conference 33 specific suggestions to the business community as to how energy can be saved. These suggestions would be directed at space conditioning in buildings and industrial processes necessary for production, which account for 80 percent of the end-use consumption of energy in the business sector. They would involve five sometimes overlapping approaches to optimizing energy use: heat confinement scheduling; heat recovery, proper equipment, and maintenance.

The Department of Commerce, Dent emphasized, will assist and work with the business community in solving the energy challenge, and will issue supplementary information containing new ideas as they develop.

"If we are asking the public, which consumes the other 30 percent of the energy," Dent said, "to turn down their thermostats and lift their foot off the accelerator, we can ask business to do no less. . . .

"If all industry could achieve a ten percent reduction in its energy requirements for process steam alone, it would represent a savings of over 500,000 barrels per day of oil equivalent.



LOVE SPEAKS—*Former Gov. John Love, of Colorado, director of the Energy Policy Office, fields reporters' questions at a press conference.*

"In fact, if business met the President's goal of a five percent reduction, it would mean an energy saving of over a million barrels of oil a day. . . .

"The individual goals must be developed on a company-by-company basis. Some companies are already energy efficient. Others are very inefficient.

"We are going to support the President's five percent reduction, and hope that individual action will multiply this many times over."

In addition to the "minimal" four-point program Dent announced a new voluntary product labeling program for appliances designed to ease energy shortages and help consumers reduce utility costs.

He said the labels probably will begin appearing first on room air-conditioning units sometimes next summer. He added that the labeling program eventually will be extended to include household refrigerators, home freezers, clothes washers, dishwashers, clothes dryers, kitchen ranges and ovens,

DENT AT CONFERENCE—*Secretary Dent tells reporters of Commerce's broad scale energy conservation drive which shifted into high gear last month.*

water heaters and comfort heating equipment.

Draft procedures for the labeling program were published in the Federal Register June 5. Since then, comments on the program have been received from 30 sources, including industry associations, utilities, retailers, government agencies, and representatives of consumer and environmental organizations.

Final procedures for conducting the program will be printed in the Federal Register in the near future. Dent said the comments received on the program generally were favorable, and that the final procedures will reflect careful consideration of all comments received.

"This program," Dent said, "should help the consumer make more intelligent buying choices and to select those appliances containing energy saving features. For example, there are over one thousand different window air conditioners on the market. This program will help the consumer decide in advance which unit, within each range of price and capacity, is more efficient and desirable for his needs."

In response to a question at the news conference, Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology, explained that the labels will contain the minimum amount of information that the consumer needs to compare a class of appliance, or items within a class.

"Specifically," she said, "we expect to have on the label three numbers, two indicating the range across which the efficiency rests, that is the minimum and maximum, and then a particular with a particular item itself. We might have a scale of zero to ten, and an arrow that says this item is 6.4. . . .

"We will be setting up a test schedule that every manufacturer—for example, air conditioners—can follow. The specification has not yet been published. We have published the general plans, . . . and about mid-January we will publish the exact specifications that every manufacturer of air-conditioners will use in testing his products."

In response to a question, Dr. Ancker-Johnson said that the program possibly would be extended to central air-conditioning, but that it first would be used for a series of kitchen and utility room household appliances.

Dent also announced that, in response to a directive from President Nixon, the U.S. Patent Office had begun procedures for speeding up the processing of patent applications relating to energy and energy conservation techniques.

Effective immediately, he explained, the Patent Office will on request accord special status to all patent applications for inven-

Secretary of Commerce Frederick B. Dent has sent the following urgent telegram to the nation's leading corporations:

"Arab petroleum production cutbacks and embargoes on exports to U.S. make inevitable severe shortages of whole-range petroleum products essential to U.S. business and public. Impact these shortages will occur within month.

"To stretch existing supplies and minimize disruption to all American business, I urge immediate adoption strongest energy conservation measures possible within your company and urge you to inform your employees of the seriousness of this situation and the vital need for their full cooperation, in plant, on road and at home.

"Failure to conserve now will aggravate extent of shutdowns in months ahead, with serious economic consequences for companies, employees, and country. Urgent action is required to meet this critical situation."

tions which materially contribute to the discovery or development of energy resources, and the more efficient utilization and conservation of energy resources.

Dent said the priority processing of patent applications will apply to those already in the Patent Office as well as future applications. Examples of inventions affected would be those relating to further developments in fossil fuels, such as natural gas, coal and petroleum, nuclear energy, solar energy and the like, and those relating to the reduction of energy consumption in combustion systems, industrial equipment, household appliances, and other energy-using devices.

Inventors seeking priority status are invited to write to the Commissioner of Patents identifying the patent application by serial number and filing date, and accompanying the request with an affidavit or declaration by the applicant or his attorney or agent explaining how the invention would contribute to one or the other of the purposes sought.

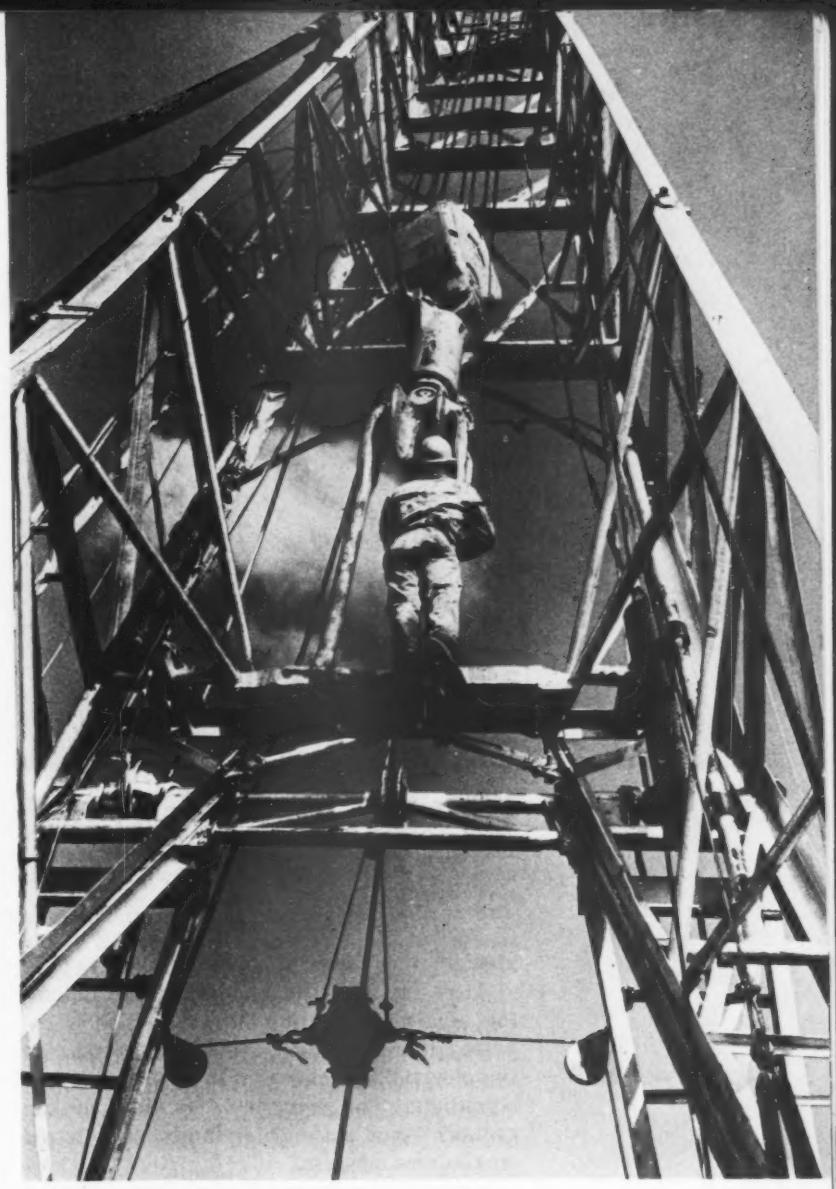
Dent said that one of his first actions after becoming Secretary of Commerce early this year was to address a letter to about 43,000 U.S. firms urging their cooperation in conserving energy. He said that many of them have undertaken energy conservation efforts, and that some have done much more than the "minimal" four-point program that he is asking all American business to adopt. The result, he commented, is a saving of millions of barrels of oil compared to 1972 consumption.

Firms joining in the effort, he observed, "are doing their part to help assure that the gloomy predictions of cold homes, cold school classrooms and half-manned factories are not going to come true."

He pointed out that an energy panel had been appointed to pull together efforts by business to conserve energy. The panel, he said, consists of Dr. Ancker-Johnson; Tilton H. Dobbin, Assistant Secretary of Commerce for Domestic and International Business; and Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs.

The Commerce Department announced the following examples of significant success achieved by various firms in energy conservation:

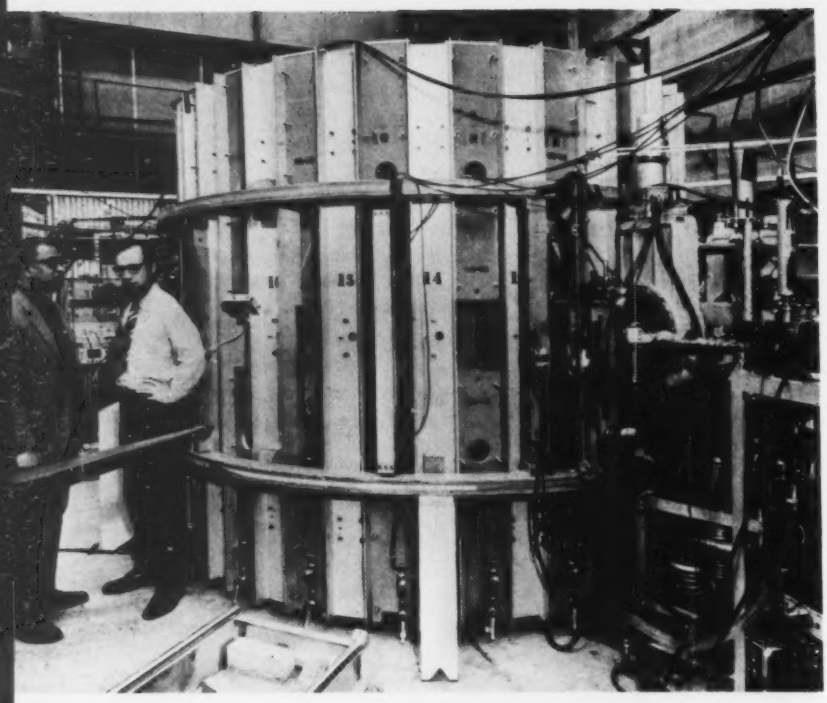
The Union Carbide Corporation over a two-year period has carried out 228 energy efficiency measures resulting in a 20 percent cut in its energy requirements per pound of product produced, with a $6 million saving in operating costs last year.



OIL RIGGING—*Workmen midway on an oil rig are working in one energy producing area but it will take more to tide the U.S. through the winter. Secretary Dent has called on industry to lead the way in the nation's energy conservation efforts.*

Du Pont through various energy conservation measures has limited its increase in energy consumption since 1967 to about 10 percent, even though production has increased more than 50 percent during the same period.

Dow Chemical cut steam consumption in half at one of its manufacturing facilities through sound energy conservation techniques and a more efficient heat transfer system. The $44,000 investment to accomplish these measures was recovered in less than a



FUSION ENERGY—*Fusion is one energy answer for the future, but for the present conservation is the word. This Atomic Energy Commission installation at Princeton, N.J. is researching fusion energy development.*

year in the form of reduced energy bills.

Alcoa has recently announced the patenting of a new smelting process which is expected to reduce by as much as 30 percent the electricity required to make a pound of aluminum. The company has also broken ground for a major aluminum plant based on the new process.

Sears, Roebuck and Company has issued directives to all of its stores, distribution centers, and office units setting forth in detail how the lighting, heating, cooling, and ventilating systems should be regulated to conserve energy.

Hercules Corporation has instituted an energy conservation campaign that has reduced BTU consumption per pound of output by 50 percent in one of its plants.

PPG Industries has enlisted its 38,000 employees in a drive to conserve energy at the firm's 43 manufacturing locations and some 600 sales offices and other facilities. The energy conservation program is detailed in a special "Product: Energy" manual distributed to all company operations. Main features are a survey of conservation opportunities, analysis of plant systems, and promotion of energy conservation among all employees.

Republic Steel Corporation improved energy efficiency 10 percent in one of its reheat furnaces by increasing the amount of insulation on its skid-furnaces.

Johnstown Sanitary Dairy in western Pennsylvania is heating a new warehouse exclusively with heat previously lost through the stack over a boiler burner. Waste heat is also being used to preheat feedwater to the boiler. As a result, the company has been able to expand operations, add a new warehouse, and reduce fuel consumption all at the same time.

Hayden Island, an Oregon-based real estate firm, established a seven-point program incorporating 22 specific steps that has reduced electricity consumption by 19.5 percent.

Secretary Dent said instructions had been given that the thermostat be turned down in the Commerce Department to conserve energy, and that newsmen would notice in walking through the halls that the lights had been reduced. The government, he explained, is setting standards aimed at energy conservation.

Questioned about his personal use of a limousine, such as has been traditionally provided for Cabinet officers and Congressional leaders, Dent said contracts for car use are on a yearly basis, and that to cancel a contract before it expired would mean added cost to the taxpayer. But he said that when new contracts come up for leasing, they will involve a smaller car using potentially less gas.

Setting examples

In addition, he said, the Commerce Department is undertaking to set an example in its own operations in meeting President Nixon's goal of a seven percent reduction in energy consumption by the government. This is reflected, he explained, in a reduction in gasoline consumption, cutting travel schedules by seven percent within the Commerce Department, and better controls on heating and air-conditioning. He added that the Commerce Department hoped where possible to provide rapid displays for industry and civic groups with respect to the energy management and conservation effort.

Dent said Commerce had developed an energy conservation slogan entitled "Save—Energy to keep America working." He

expressed the hope that business would adopt the slogan with the creation of decals, lapel pins, bumper stickers, and a variety of display materials.

He said also that he hoped conversion from coal to other types of fuel would be delayed wherever it is possible by waiving secondary air standards at this time, and that where conversion takes place the coal-burning equipment will be retained for possible use.

The 33 specific steps which business should consider for use in its operations as a means of conserving energy were broken down into those relating to space conditioning of buildings and those relating to industrial processes necessary for production.

Under the head of space conditioning, 13 steps were suggested involving the following:

Install insulation; reduce unnecessary ventilation where safety is not an overriding factor; cut leakage from buildings by installing weather stripping, caulking, etc., and reduce artificial conditioning in unoccupied space to a minimum.

Also reduce heating or cooling when space is unoccupied; reduce or eliminate lighting where possible; recover waste heat from burner stacks and industrial processes; recycle waste materials as supplementary fuels where possible; check to see if equipment is optimally suited for the job.

Consider the use of infra-red heaters in high bay areas and warehouses; use fluorescent lighting where practical; emphasize boiler maintenance, and monitor stack temperature and concentration of CO_2, O_2, and CO in flue gases from combustion processes.

Under the head of industrial processes, 20 steps were suggested involving the following:

Industrial processes

Insulate steam and hot liquid pipes, furnaces, and other heated containers where possible, and keep openings in equipment closed and sealed; direct or confine flames to spot where needed; insulate water-cooled work rails or skids or construct them from refractory materials; avoid short runs on thermal process equipment and shut down or idle machinery during production interruptions; schedule proper loads so that equipment can perform at optimum levels, and survey plant for improperly loaded motors; use time clock controls on heating devices and motors where practical, and automate combustion system controls; divert some electricity use to off-peak periods when voltage remains high.

FIRST FOR AMOCO—*Blaine Yarrington, president of AMOCO Oil Co. (right), accepts certificate from Secretary Dent in recognition of AMOCO's outstanding efforts in energy conservation. The firm is the first recipient of the award.*

Recycle waste as fuel, utilize waste heat and use waste heat to preheat boiler feedwater or incoming materials to be reheated; install recuperators on combustion equipment; return steam condensate to the boilers; investigate the practicality of heating liquids by immersion or submersion heating rather than underfiring; use direct flame impingement or infra-red heating for chamber-type heating where applicable; convert to higher voltage system where practical; maintain power on more crucial machines by using "load shedding" devices to automatically shut off less crucial machines when voltage drops.

Check and maximize the power factor in the plant; emphasize boiler efficiency and maximize it through good maintenance; check steam systems regularly for leaks and poor insulation and provide steam traps where needed; make special effort to keep all heat transfer surfaces clean; watch for hot spots on furnaces for signs of deterioration in the lining and reline or insulate accordingly; and be alert for opportunities to conserve fuel-related products in other ways.

"Energy conservation is a must," Dent said, "if we are to get by this winter and beyond without serious inconvenience to the public or disruption of our economy."

U.S. Contractors Seen Aiming At Bigger Share Of Development Activity

Major Regional Banks Stepping Up Fund Flow; Dollar's Competitiveness Is New Advantage

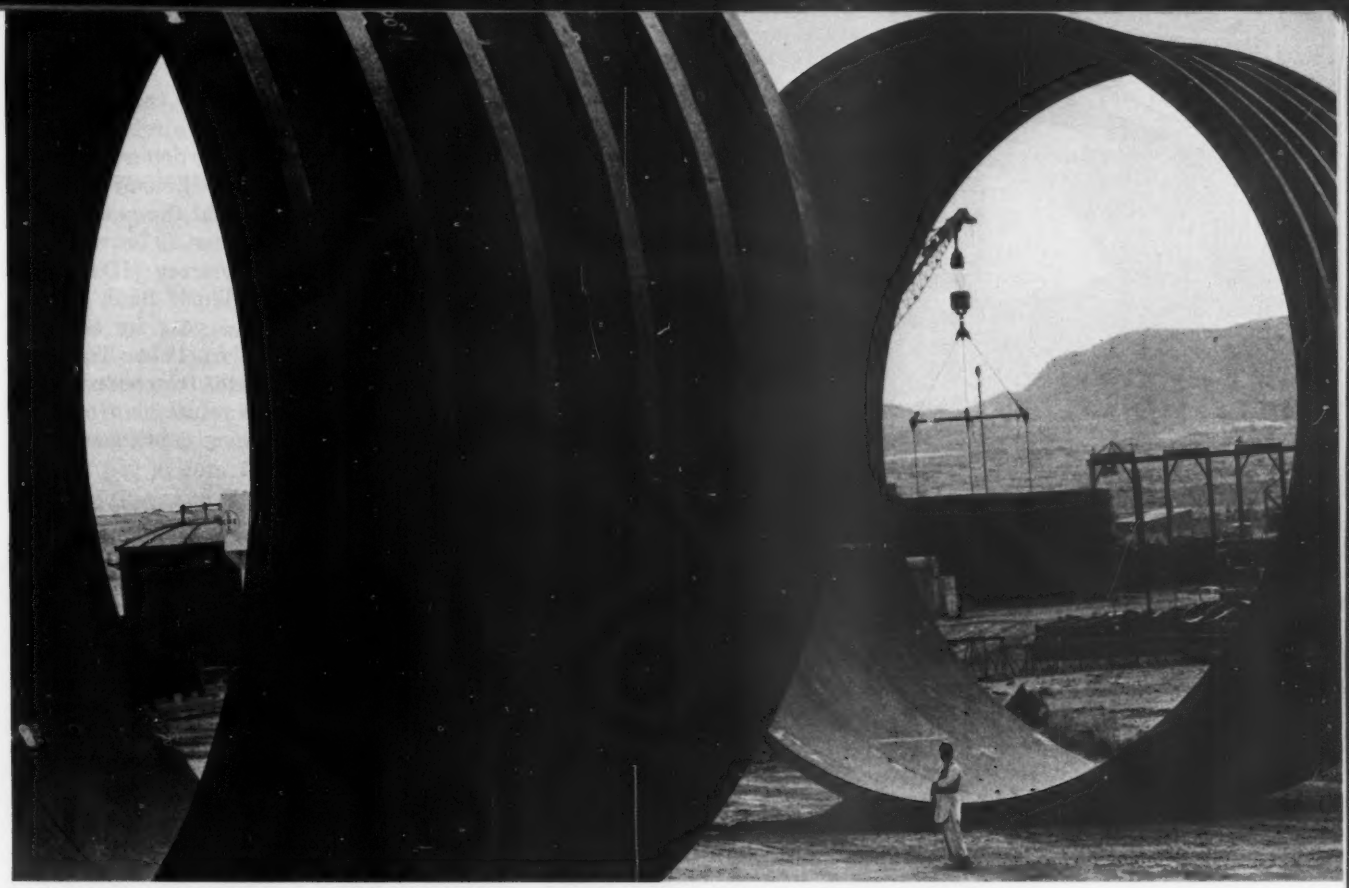
Though worldwide rivalry continues to be keen for the contracts that flow from funds of major development banks, the U.S. bidders who have seemed to veer away from this competition in the past may soon be heading into the thick of it.

Following upon the currency realignments of the past two years, there is growing evidence that the prices of U.S. goods and services are becoming more attractive in the international marketplace. This price break can give U.S. suppliers the stimulus they need to apply for development-related contracts and the edge to win them.

The banks, too, are currently gearing their efforts toward inducing more bidding from the U.S. On many projects financed by the international institutions there has been a complete absence of participation by U.S. firms. To turn this situation around, the U.S. Executive Directors of the various banks have been strengthening their contacts with groups representing U.S. suppliers. Also, U.S. Government agencies are reviewing with U.S. exporters their procedures in gaining business generated by the lending of the multinational banks.

In the first quarter of this year, for example, three U.S. firms won contracts with the World Bank Group. A producer of heavy electrical equipment outbid two other U.S. firms and competitors from Germany, Switzerland, Sweden, Italy, India and France to get a World Bank funded contract for $613,975 in electrical duct equipment on a project in Brazil. A fire control engineering firm won a $671,500 contract for fire fighting equipment in Mexico against competition from Germany, the Netherlands, the U.K., Japan, Belgium and France. A tube maker is supplying $3,700,000 in power plant pipework on Taiwan after outbidding another U.S. producer and firms in Germany, Japan and Italy.

With certain exceptions the trade opportunities generated by development lending from the international financial institutions are subject to standard rules of international competitive bidding, established and supervised by these lending institutions. Bidding



DEVELOPMENT SPENDING, A SUPPLIER'S EYE VIEW — *A large proportion of development bank lending goes to purchase the goods and services needed by the borrowing country to execute its project. Pakistan's Tarbela Dam project had $500 million in external financing, administered by the World Bank, and part of it went for these giant drum liners for tunnels seen in a World Bank photo.*

invitations are, of course, issued only by the borrowing government or other borrowing entity, and a potential supplying company must generally be aware of all of these opportunities at an early stage, as well as being able to submit competitive bids.

Borrowers, following the required competitive bidding procedures to choose suppliers of goods and services, must canvass all eligible member countries for bids on contracts of significant size. To accomplish this, invitations for bids must be transmitted to local embassy representatives of these countries and advertised in publications with wide, general circulation in member countries. In practice, the international competitive bidding procedure is considered to be a relatively well-defined, even-handed system.

As discussed below, U.S. Government agencies have greatly increased their efforts to provide information on these trade opportunities on an early warning basis, usually prior to actual formal approval of loan commitments.

What is the nature and scope of the activity funded by the five major multinational development banks, the International Bank for Reconstruction and Development, the International Development Association and the International Finance Corporation, which comprise the World Bank Group, plus the Inter-American Development Bank and the Asian Development Bank?

Robert S. McNamara, President of the World Bank Group, reported at the recent annual meeting in Nairobi on the Bank Group's lending operations for 1973 and its goals for the future. The Bank committed a total of $3.4 billion in new loans in 1973, and its total lending for the five-year period of 1969-'73 was $13.4 billion, double that of the previous five-year period. McNamara reported to the Bank's governors that the Bank's goal for its five-year program for 1974-'78 is a 40 percent increase over 1969-'73. This would mean new lending commitments totalling $22 billion over the next five years for almost 1,000 projects.

The geographic distribution of 1973 World

DOUBLE BENEFICIARY—*The plant of the Ahwaz Rolling and Pipe Mills in Iran was built with the aid of an investment by the International Finance Corp., a World Bank affiliate, and Iranian financing which was in turn supported by assistance from the World Bank. This World Bank photo shows the plant's modern automated control equipment.*

Bank loans and credits was as follows: 38 percent to Asia, 20 percent to Latin America and the Caribbean, 15 percent to African, 21 percent to the Middle East, and the balance to Europe.

By sector, agriculture (28 percent), transportation (20 percent) and electric power (9 percent) took the largest shares, but the Bank is actively expanding its activities in other fields, such as education, population, health, water supply and sewerage. Agriculture is anticipated to remain the largest sector for lending. A large proportion of the World Bank lending is spent on imports of goods and services needed by the borrowing countries to execute their projects.

It should be noted that the donor countries, now totalling 25, reached agreement at the Bank's Nairobi meeting that the next replenishment of the International Development Association's lending resources (IDA is the soft-loan window of the World Bank Group) should total $1.5 billion a year for the next three years, beginning in 1974. The U.S. share of this is one-third (compared to 40 percent of the previous replenishment), the entire replenishment being contingent upon legislative approval within the donor countries. There is also a provision for delaying the initial U.S. payment one year, until 1975, as well as for stretching the U.S. payments over four years. The Bank will also increase its bond issues in world capital markets to provide additional resources for lending on conventional terms.

The Office of the U.S. Executive Director at the World Bank is prepared to be of assistance in investigating any complaints of unfair treatment against U.S. firms. In such cases, the Office will discuss the issue with the Bank staff to insure that standards of international competitive bidding are fully maintained. Write: Office of U.S. Executive Director, World Bank Group, 1818 H St., N.W., Washington, D.C. 20433, or call 202-477-2776.

The other component of the World Bank is the International Finance Corporation, which serves as a catalyst for private investment funds. Historically, it has committed approximately 10 percent of the funds the other two components of the Bank provide.

Inter-American Development Bank

The Inter-American Development Bank was organized to provide financial support for the economic development of countries in Latin America. The Bank now serves as the principal channel for official U.S. development funds (particularly soft loans) going to Latin America. Like the ADB, its financing is obtained from its Ordinary Capital Resources (loans financed on conventional 8 percent per annum terms); and the Fund for Special Operations (loans financed on concessional terms from 2¼ percent per annum plus a ¾ percent service charge) for high priority projects. In 1972, the Bank disbursed $749

million in loans and authorized $807 million in new loans.

Asian Development Bank

The purpose of the Asian Development Bank is to finance loans on conventional terms at 7½ percent interest per annum for its Ordinary Capital Resources operations for projects and programs designed to promote economic development in the developing countries of Asia and the Far East. Its Special Fund Resources operation provides loans on concessional terms at 2½ percent interest per annum for high priority development projects in the lowest income areas of Asia and the Far East.

The United States has not contributed to the Special Funds (although legislation has been pending since 1967), and therefore U.S. suppliers are generally ineligible to compete for business generated by Special Funds projects. However, they are eligible for procurement contracts financed out of ADB's Ordinary Capital resources.

In 1972, the Bank authorized new loans totaling $316 million. The Republic of Korea received 20 percent of the amount; the Philippines 13 percent and Indonesia nearly 8 percent. By sector, electric power accounted for 38 percent of the total, transport and communications for 21.4 percent.

Contact points for information

There are several contact points for key information on World Bank, IDB and ADB-generated business opportunities:

► The earliest information is available through the "Monthly Operational Summaries" of the institutions, which list all the probable upcoming projects in their respective "pipelines." These documents are available for perusal and reproduction at local Commerce Department district offices and in the Commerce Department Building in Washington, D.C. in the Foreign Projects Reference Room 3411.

Projects are initially listed about one to two years prior to approval or commitment for funding by the executive boards. Brief project descriptions, approximate costs, and names of borrower agencies for followup contacts are provided in the "Monthly Operational Summaries." This "early warning" information will be of chief interest to consultants, contractors, and major equipment suppliers who may wish to contact the borrower for mailing list, prequalification or sales presentation purposes.

► The multilateral lending institutions issue press releases following project approval by the executive boards. The press releases contain more detailed project and procurement information, including names and addresses of project authorities in recipient countries who can supply final details on equipment specifications, etc. Exporters can be placed on the press release mailing list by contacting Publications Division, World Bank, 1818 H St., N.W., Washington, D.C. 20433; and Division of Information, Inter-American Development Bank, 805 17th St., N.W., Washington, D.C. 20577. For information on Asian Development Bank opportunities, write: P. S. Hariharan, Chief Information Officer, at P.O. Box 789, Manila, Philippines.

U.S. firms interested in the projects and follow-on activity generated by the United Nations Development Program will find that program described in detail in the July 9 issue of* Commerce Today. *The U.S. contact points are: William W. Allen, Advisor for Economic and Social Affairs, U.S. Mission to the UN, 799 UN Plaza, New York, N.Y. 10017, John L. Malone, Trade Opportunities Staff, Room 1322, U.S. Department of Commerce, Washington, D.C. 20230, or Commerce's Foreign Projects Reference Room 3411.

► The Commerce Department, through the "Future Construction Abroad" items in the Worldwide Business Services section of this magazine and in notices published in *Commerce Business Daily*, advises the U.S. business community of specific export or service opportunities generated by World Bank or IDB loans. A new computerized trade leads program, called TOP, which matches subscribing U.S. suppliers with specific requests from abroad for their goods or services, is being offered by the Department. Already in operation with regard to leads originating with private firms overseas, it will be extended next spring to the export possibilities stemming from World Bank or IDB loans, as reported by U.S. Commercial Officers stationed in the borrowing countries. The TOP program is available to U.S. firms for a subscription charge. Information about it may be obtained at any Commerce Department District Office.

—Bureau of International Commerce

DOMESTIC BUSINESS REPORT

- **Real property assessment studied**
- **Task force to work on fertilizer supply problems**
- **New Phase IV developments**
- **State patterns in personal income set**

Chlorine Added To Chain Of Shortages

Chlorine, used in manufacturing a variety of products and in treatment of water and sewage, is among the growing list of scarce items in today's industrial marketplace.

Surging demand by all chlorine users, capacity limitations, constraints caused by environmental considerations and price controls, and, in some areas of the country, lack of sufficient energy supply are problems facing the chlorine producers and consumers.

Because the chemical is widely used in diversified manufacturing processes and because of its importance in the treatment of water and waste, the chlorine tight supply situation is receiving considerable attention at the highest levels of industry, municipal and federal government.

The projected overall shortage in 1974 is substantial.

The industry is operating at near effective capacity. Chlorine is now on allocation by most basic producers. Allocations are on the basis of 1/12 of annual contract commitments or consumption during the prior year. For water treatment needs, the 1/12 factor does not accommodate the seasonal variation of need.

Demand for chlorine for treatment of potable and waste water is highly seasonal. Water consumption increases substantially during summer months, and dosage per million gallons of potable or waste water also may increase appreciably. With nominal inventories of 30 days consumption or less, the seasonal variation in requirements presents a problem for producers and municipal consumers. There is little reserve supply available for periods of peak demand.

Actually, the total requirements of chlorine for water treatment are a minor portion of total U.S. production — estimated at 5 percent. And, according to many industry specialists, the problem of supplies for drinking water is simply a matter of market dislocation and scheduling of deliveries of chlorine to water treatment establishments.

Consumption of chlorine for

water treatment is increasing by about 5 to 15 percent per year. For purification of waste water (sewage effluent) chlorine consumption may increase considerably by 1977 because of the higher levels of treatment required to meet the new Environmental Protection Agency effluent standards.

Numerous industrial products are affected by the scarcity. More than 50 percent of chlorine usage is for the production of chemical intermediates and large quantities are used for pulp and paper production. A large share of chlorine production is captively produced for industrial uses. A papermill, for example, builds a chlorine plant to produce the chemical to use internally, but not for sale for water treatment.

Neoprene is one example of the unusual diversity of products affected by the shortage of chlorine. Neoprene is a specialty synthetic rubber consumed largely for automobile parts and oil resistant industrial rubber products. It is in short supply because of the inability of producers to obtain sufficient chlorine, a principal ingredient of neoprene.

The shortage of neoprene may lead to a reduction of automobile parts and, assuming the present level of demand for automobiles, may ultimately affect automobile manufacturing. Because of the chlorine supply situation neoprene production is currently estimated at only 75 percent of capacity.

Existing chlorine production facilities are operating at full capacity, except where electric power supply is a limiting factor. New capacity is under construction but little will be operational before early 1975.

Shortages of electric power are a factor of undetermined magnitude in present operating rates and are expected to be a problem over the next 18 months.

There are 18 major U.S. producers of chlorine and an additional 15 producers who are of minor consequence as suppliers to the merchant market including the "repackagers" for municipal water.

Most chlorine for water treatment is supplied through repackagers. The repackager deals directly with several primary chemical producers and usually operates a number of repackaging plants located geographically so as to minimize costs of transporting the chemical to the widespread water treatment plants.

Repackagers serve smaller volume users who purchase one ton or 150-pound cylinders.

For large volume users, tank car shipments of 50-100 tons per car, are made directly from the primary chemical producer to the user.

Surplus Pier Facilities May Be Used To Ease Scrap Shortage

Surplus pier facilities of the U.S. Navy at Philadelphia and Davisville, R.I., are being made immediately available for leasing to the shipbreaking industry as part of a continuing effort to ease the domestic ferrous scrap shortage.

This action, announced by Secretary Dent who heads an interagency task force on scrap problems, follows a pattern set by the Commerce Secretary in May when he directed the Maritime Administration to step up the offerings of obsolete merchant vessels for use as scrap. At that time the Maritime Administration was offering about 60,000 tons a month compared to the 120,000 tons per month at present.

The piers will be offered at "fair rental value" for use in scrapping surplus Navy and Maritime Administration vessels. Naval vessels are available for immediate sale at Philadelphia, Norfolk, Va.; Orange, Texas; San Diego and Vallejo, Calif.; Bremerton, Wash., and Pearl Harbor.

"The surplus pier facilities are being offered in order to help alleviate the domestic ferrous scrap shortage and to help stabilize ferrous scrap prices," Secretary Dent said.

"Extensive consultations with the Institute of Scrap Iron and Steel, as well as Department of Defense officials, have made it clear that expansion of the shipbreaking industry and its capacity to convert surplus vessels into scrap are feasible only if additional pier facilities are made available along with the vessels."

Other scrap pier facilities in Orange, Texas, and Long Beach and Hunters Point, Calif., will also be made available as the Department of Defense offers additional ships for scrap sale from its current surplus inventory of 300 vessels.

Further details on the piers and the Navy vessels are available from the Defense Property Disposal Residency, P.O. Box 100, Portsmouth, R.I. 02871. Phone: 404-841-3586.

IN DEMAND—*Ferrous scrap, shown being processed for reuse by steel producers, is one of the hottest items in demand on the industrial scene today.*

Maritime Administration ships are sold by competitive bidding at

James River, Norfolk, Va.; Beaumont, Texas; and San Francisco. Further details on surplus Maritime Administration vessels are available from R. C. Gossom, Room 4091, Maritime Administration, Department of Commerce, Washington. Phone: 202-967-5364.

Ferrous Scrap Exports Drop

U.S. exports of ferrous scrap in September totaled 1,025,000 tons. This is 209,000 tons below August and the lowest monthly tonnage since April.

Exports to Japan in September amounted to 313,000 tons, compared with 594,000 tons in August. For the first nine months of this year, exports were 9,225,000 tons, of which 4,336,000 tons were to Japan.

Licensing controls on exports of ferrous scrap have been in effect since July 2. The fourth quarter licensing program announced Sept. 26, provided for the licensing in that period of orders of 500 tons or more which had been accepted on or before July 1 of this year.

Licensing of orders for less than 500 tons is being limited to Canada and Mexico, under quantitative quotas. Licenses for stainless steel scrap in quantities of less than 500 tons are being issued without restrictions.

In the case of Japan, licenses for October, November and December for orders of 500 tons or more are being granted if the export has been licensed by the Japanese authorities for importation into Japan. Japan is deferring some orders from 1973 deliveries to 1974, in order to keep total U.S. exports to that country to 5,000,000 tons.

Real Property Assessments For Local Taxes Averaged 33 Percent of Sales Value In 1971

Real property assessments by local officials averaged 33 percent of sales value in 1971, according to a report just released by the Census Bureau.

The ratio of assessments to sales prices varies considerably for different types of property. Residential, commercial and industrial property assessments averaged 34 percent of sales price; vacant lots about 28 percent; and rural acreage about 22 percent.

The report shows that there was also considerable variation in the assessment ratios from state to state, including the District of Columbia. In nine states, single-family residential property was assessed at less than 15 percent of sales price; at from 15 to 30 percent in 16 states; at from 30 to 50 percent in 17 states; and at 50 percent or more in the remaining nine states. The statewide average for single-family residences ranged from a low of 4 percent in South Carolina to a high of 87 percent in Oregon.

Actual tax billing information was also collected for cities with 50,000 or more population, and was calculated as a percentage of selling price of single-family houses. The report shows that effective property tax rates, which are the taxes billed in relation to selling prices, averaged 4 percent or more in 18 of 349 largest cities. These effective rates ranged from .1 to 6.4 percent of selling prices, and the overall average amounted to 2.1 percent.

For vacant platted lots, data available for 113 of these cities show that the effective tax rate ranged from .2 to 4.8 percent of selling price, the Census report states.

Copies of *"Taxable Property Value and Assessment-Sales Price Ratios,"* Vol. 2, Part 2, of the 1972 Census of Governments, is available for $2.30 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices in major cities.

—Census Bureau

New Construction Action Shows September Decline

Construction activity declined slightly in September, reflecting both a decline in housing starts and a decrease in nonresidential building.

The Census Bureau estimated that the value of new construction put in place for the month at a seasonally adjusted annual rate of $134.9 billion, compared with $138.1 billion in August and $125.1 billion in September 1972.

For the three months ending in September, however, the seasonally adjusted annual rate of total new construction put in place amounted to $137.2 billion, 1 percent more than the annual rate for the prior three months (ending June 1973) and 11 percent more than the annual rate for the three months ending September 1972.

The seasonally adjusted annual rate of total new private construction in September 1973 was $104.2 billion, 3 percent less than the revised estimate of $107 billion in August. The seasonally adjusted annual rate of total new private construction put in place during the three months ending September 1973 amounted to $106.1 billion, 2 percent more than the annual rate for the previous three months.

Private residential building construction was at a seasonally adjusted annual rate of $58.7 billion in September, 2 percent less than the revised estimate for August.

Private nonresidential building construction during the month of September was at a seasonally adjusted annual rate of $27.3 billion.

The seasonally adjusted annual rate of total new public construction put in place during the three

months ending September amounted to $31.1 billion, 3 percent less than the annual rate for the previous three months.

Black Walnut Log Use Is 8% Above '72 Rate

Consumption of black walnut veneer logs for domestic use and export rose to 16.6 million board feet in the first six months of 1973, an 8.5 percent gain over the comparable 1972 period.

Domestic consumption accounted for the largest part of the 1.3 million board foot increase, rising 14.3 percent to 6.4 million board feet, according to a survey by Commerce's Bureau of Competitive Assessment and Business Policy. Exports gained 5.2 percent, increasing from 9.7 million to 10.2 million board feet. Because of reduced requirements in Japan, West Germany and Italy, exports have declined substantially since the record level of 21.8 million board feet in 1968.

About two-thirds of walnut veneer production in the U.S. was in the 1/36 inch thickness, extending a nine-year trend away from the 1/28 inch thickness almost universally produced prior to 1964. A thinner veneer, 1/48 inch is also gaining in popularity.

Indigenous to the U.S., black walnut is an internationally preferred wood for fine furniture, paneling and other decorative uses.

—Bureau of Competitive Assessment and Business Policy

Low Income Population, Housing Studied In 50 Cities

Population and housing characteristics of low income areas in the nation's 50 largest cities are covered in a publication just issued by the Census Bureau.

Data presented on low income areas in 50 cities are defined in terms of tracts having 20 percent or more of all persons with incomes below the low income level in 1969, the year covered for income statistics in the last census. The poverty threshold for 1969 was $3,743 for a nonfarm family of four.

The information is presented for the 50 cities collectively and individually. It shows that blacks comprise about one-fourth of the population of the cities and constituted over half the population of the low income areas.

The new report shows, too, that one-fourth of the residents in these cities lived in low areas but that this proportion varied considerably for individual cities. In Honolulu, St. Paul, and Seattle, for instance, the proportions of the population residing in low income areas were less than 10 percent while Birmingham, Newark, and New Orleans, the proportion in each was more than 50 percent.

Copies of "Selected Characteristics of the Population in Low Income Areas Large Cities: 1970," PC (S1)-56, are for sale at the Government Printing Office, Washington, D.C. 20402, or at any Commerce District office. The price is 45 cents per copy.

Minority Businesses Gain In Fiscal 1973

Preliminary figures from the Office of Minority Business Enterprise indicate that federal funding for minority business development in fiscal 1973 reached an estimated $1.4 billion, up from $212 million in fiscal 1969, and a 60 percent increase over fiscal 1972.

Under Secretary of Commerce John K. Tabor, who also serves as Chairman of the Inter-Agency Committee on Minority Business Enterprise, said the preliminary figures on federal agency funds obligated to minority business development show an across-the-board increase over fiscal 1972.

Highlights of the federal effort for fiscal 1973 include:

- Federal direct and subcontract procurement from minority businesses rose from $4 million in fiscal 1969 to $523 million in fiscal 1973. The fiscal 1973 figure was a dramatic 117 percent increase above the fiscal 1972 figure of $242 million.
- Federal 8 (a), or non-bid, procurement for minority firms rose from 30 contracts valued at $8.9 million for fiscal 1969 to more than 1,900 contracts valued at $208 million in fiscal 1973.
- Federal loans, loan guarantees, and grants have risen from $200 million in fiscal 1969 to $670 million in fiscal 1973. Between fiscal 1972 and fiscal 1973 there was a 40 percent increase in this category.
- Approximately $3.4 billion has been invested in the minority business program by federal agencies since the program started in 1969.

Alex Armendaris, Director of OMBE, commented that the federal funds spent on minority business development represent an investment on which we can expect a return in the form of more viable minority ventures. Armendaris noted that healthy trend has developed in federal purchasing from minority firms, "moving away from awarding non-competitive procurement, amounting to $208 million, to competitive procurement, amounting to $523 million, in fiscal 1973."

Future Economic Trends Are Conference Topic

Representatives of banks, insurance companies, savings institutions and a number of multinational corporations are expected to attend a one-day conference in New York Nov. 19 on the "Financial and Economic Outlook for 1974-75."

The conference, sponsored by the Kent Econometric Associates, Inc., will include speakers on predictions for the real part of the U.S. Economy 1974-75, predictions for the financial part of the U.S. Economy, and some simulations of government policy and their impact.

Incentive Travel Expected To Bring Workers To U.S.

Incentive travel programs — widely used by firms in the United States to increase employee productivity—are expected to intensify in the United Kingdom and European markets this spring. And the thrust of the incentive is Visit USA.

The United States Travel Service, Commerce agency in charge of promoting international travel to this country, will use incentive travel as one of its major marketing tools in 1974.

Overseas firms will be encouraged to make vacation visits to the U.S. an incentive to motivate personnel to increase sales, stimulate productivity or simply improve overall job performance.

Incentive travel is a popular concept in the U.S., used by a variety of industries to promote sales and build employee morale. It's a program that gets the worker's entire family involved in a spirited contest for the prizes — travel, often a luxury vacation.

The concept is not as widely used in other nations, and USTS is intensifying its efforts to tap this potentially great travel market.

In order to stimulate travel as an incentive among overseas firms, USTS devised a plan to promote the concept in the United Kingdom in March 1974, and then to other nations in USTS's master plan to increase international tourist visits to this nation.

The United Kingdom was selected as the starting point because companies there are attuned to the incentive concept and because there is no language barrier to inhibit the travel promotion.

The U.S. Travel Service plans a seminar in London in March with leading British firms. Also attending will be leading incentive travel companies and air carrier representatives.

If the idea catches on, the incentive travel firms will tailor travel packages for the British companies.

British employees who win U.S. vacations could be spending dollars in this country by the end of 1974.

Although precise economic returns are difficult to predict, incentive travel could reap important financial benefits for the United States.

Veedol, a French petroleum firm, is conducting an incentive travel program to the U.S. for employees at all levels of the company, including garage owners, truck drivers, public works engineers and sales managers of companies using industrial oil. The winning employees are being airlifted to the U.S. this winter on 16 chartered planes.

Tourist spending

It is estimated that a tourist spends $50 a day while attending conventions. By this gauge, the Veedol travelers could contribute more than half a million dollars to the U.S. economy during their stays.

The U.S. Travel Service role in promoting incentive travel is as a catalyst, selling overseas firms on the idea of incentive travel and bringing them together with experts in this technical travel field.

Thus, for a minimum amount of time, effort and expenditure, the U.S. reaps a tremendous financial return—the kind of economic benefit the U.S. needs to narrow its travel deficit.

Incentive travel is among a number of the Commerce agency's new marketing tools expected to be used in key countries in 1974 as part of this country's intensive campaign to promote international travel to the United States and reduce the travel dollar gap.

Key countries where the overall USTS campaign is being concentrated are Great Britain, Germany, France, Canada, Mexico and Japan.

—USTS

INCENTIVE WINNERS—*Employees of Veedol, a French petroleum firm, are shown at the airport in Paris before leaving for a tour of the United States. The tour was part of an incentive travel program, a virtually new concept in Europe.*

Shrimp Production, Major Gulf Industry, Attracts Scientists

The rising importance of shrimp aquaculture is attracting an increasing number of scientists to go back to school to learn the intricacies of the shrimp production business.

The instruction is being given at Commerce's National Oceanic and Atmospheric Administration (NOAA) facility at Galveston, Texas. "On-the-job training" in shrimp aquaculture is being provided at the facility for scientists from the United States and a number of foreign countries, particularly from Latin-American nations.

The training program is another step in international cooperation on fisheries research.

The Gulf Coastal Fisheries Center at Galveston, operated by NOAA's National Marine Fisheries Service, deals with the culture of shrimp native to the Gulf of Mexico. Specific areas of research at the facility include maturation, hatchery technology, nutrition, and diseases. The studies are under the supervision of Dr. Richard A. Neal.

Progress in shrimp aquaculture is being followed closely in many parts of the world. Numerous inquiries have been received during the last several months regarding scientists visiting Galveston for varying periods of on-the-job training.

Three Brazilian scientists recently concluded a two-month training period at Galveston. One is an agronomy engineer with the State of Guana Bara Department of Agriculture and Supply, Rural Engineering Service; another is a professor of biology at the Institute of Marine Biology; and a commercial representative.

On Aug. 1, three scientists from the Center for Scientific and Technological Research, Sonora, Mexico, began training sessions of three to six months.

Last year the Galveston center sponsored a series of lectures and laboratory sessions for 18 scientists from nine Latin-American countries.

In addition to foreign scientists, a large number of U.S. scientists are making use of the expert knowledge developed at the Galveston laboratory.

The number of requests for training has increased markedly during the last year. Foreign scientists interested in participating in this activity should direct their inquiries to Frederick Laney, Office of International Affairs, NOAA, Rockville, Md. 20852.

Economic Censuses State-By-State Details On Service Industries

An abundance of industrial data started flowing to the business community this month in the first of a series of reports showing preliminary results of the 1972 Census of Selected Service Industries.

The report presents facts about selected service industries in Montana. Similar reports for the 49 other States and the District of Columbia will be issued on a flow basis in coming weeks. The Census of Selected Service Industries is one of several five-year canvasses of the economic life of the nation known collectively as the Economic Censuses.

Businessmen use the Economic Censuses in policy planning, plotting new expansion programs and discovering new markets.

Shown in the selected services reports are facts about receipts, numbers of business establishments by type, numbers of employees, payrolls and other data for the census year. The early figures are being reported in the form of press releases, a departure from Bureau practice in earlier Economic Censuses. Final, detailed data will be contained in another series of reports to be issued on a flow basis, starting next year.

Other reports from the 1972 Economic Censuses are also scheduled for early release. Press release-preliminary reports for the Census of Retail Trade and for the Census of Wholesale Trade are among them. They will also be issued on a flow basis for the 50 States and the District of Columbia. Still another series, based on the 1972 Census of Manufacturers, will provide information about industrial activity by the type of product. It is expected to get under way in the near future.

Later reports will cover U.S. mineral industries and construction industries. Reports from the 1972 Census of Transportation are currently being issued.

—Census Bureau

Vermont Marble Eligible For Trade Adjustment Aid

Vermont Marble Co. of Proctor, Vt., has been certified eligible to apply for adjustment assistance under provisions of the Trade Expansion Act of 1962.

The company is one of the largest producers of finished dimension marble for the construction industry in the United States.

It operates several quarries in Vermont as well as facilities for the cutting, rubbing and polishing of marble.

Vermont Marble is the second firm in the marble industry found to be injured or threatened with injury by increased imports resulting from past trade concessions granted by the U.S. under the trade agreements program.

The firm may now submit an adjustment assistance proposal to the Commerce Department. Adjustment assistance may include technical, financial and tax assistance.

Occupational Characteristics Offer Business Clues To New Markets

Characteristics of men and women in the U.S. are detailed by occupation in a new major source volume just released by the Census Bureau.

The report presents detailed occupations breakdowns, cross-tabulated by such social and economic characteristics such as age, race, Spanish origin, educational attainment, earnings in 1969, weeks worked in 1969, total family income, urban and rural residence, marital status, family relationship and number of children, and residence in 1965. Tables are presented for both the experienced civilian labor force and those actually employed on census day, 1970.

Each table in the report is based on a detailed occupational breakdown for men and women 16 years old and over by the following major fields:

Professional, technical, and kindred workers, managers and administrators, except farm; sales workers, clerical and kindred workers, craftsmen and kindred workers, operatives, except transport; transport equipment operatives, laborers, except farm; farmers and farm managers; farm laborers and farm foremen, service workers, except private household, private household workers.

Each of these major fields is further subdivided so that information is shown for 715 different categories.

As an example, to learn how many women were veterinarians, one would find the general field of professional technical, and kindred workers, drop to the physicians, dentists, and related practitioners intermediate heading, and then to the specific occupation of veterinarians. The report shows that there were 1,093 women veterinarians in 1970—and they worked 50-plus weeks, earned a median of $5,641, and had completed 17-plus years of school, and had a median age of 34.5 years.

To learn the income spread among men bulldozer operators, to take another example, one would find such operators under craftsmen and kindred workers in the construction craftsmen subdivision. There were 95,301 in this operation at the time of the census in 1970 who had earnings in 1969. The largest group, 17,376, earned between $8,000 and $9,999, but 913 made $25,000 or more, and 2,520 either lost money or made up to $1,000.

Copies of the report, *Occupational Characteristics*, PC(2)-7a, (820 pages) are available for $7.25 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices in major cities.

TABOR TALKS—*Under Secretary John K. Tabor is shown in Mutual's Washington studio during recent taping.*

Economic News Reports Are Broadcast Daily On Mutual

Under Secretary of Commerce John K. Tabor discussed the Gross National Product on an appearance on the Mutual Broadcasting System's "World Today" program aired daily to more than 650 stations. The new Commerce program concentrates on economic reports.

To find area stations carrying these programs contact the Commerce Broadcast Division, Office of Communications. Tel: 967-5610.

Task Forces To Seek Answers To Fertilizer Supply Problems

Two new panels — created to stimulate fertilizer supplies to U.S. farmers—will focus on continuing operation of marginally profitable plants, reopening closed plants, faster plant construction and an export monitoring system.

The industry and government task forces, established late last month as the Cost of Living Council lifted Phase IV controls from the fertilizer industry, will also work with the Department of Agriculture's Extension Service to develop an aggressive information campaign to advise farmers of minimum fertilizer requirements for the 1974 planting season.

Fertilizer and nutrient materials used in production of fertilizer and explosives were exempted from Phase IV controls in an effort to divert those products from export markets to domestic consumers.

The Cost of Living Council also exempted the sale of ammonia, nitrogen, urea, phosphate and potash used in the manufacture of plastics, synthetic fiber, animal feeds and other products. Wages and salaries of workers in the fertilizer manufacturing and mixing plants were decontrolled, but not executive compensation.

Controls on ammonia nitrate used in producing explosives essential to coal mining were lifted to allow these producers to remain competitive for raw materials with fertilizer producers. The Council noted that a severe impact on coal supplies would be felt should availability of explosive materials be curtailed.

Ammonia and phosphatic materials destined for use in the manu-

facture of other products were exempted for the same reason—to maintain competitive balance between the various bidders for fertilizer materials.

Gary M. Cook, Commerce's Acting Deputy Assistant Secretary for Competitive Assessment, will head the government task force which will include representatives of the Departments of Commerce, Agriculture, the Cost of Living Council and the Council of Economic Advisers.

A coordinating group named by the fertilizer industry includes Edwin Wheeler, president, The Fertilizer Institute; Joseph P. Sullivan, president, Estech, Inc., and industry coordinating chairman; R. R. Baxter, president, CF Industries, Inc.; James T. Galvin, executive vice president, W. R. Grace & Co.; T. C. Henderson, president, Collier Carbon & Chemical Co.; S. T. Keel, vice president, International Minerals & Chemical Corp.

The industry group will follow through on a commitment by individual fertilizer firms to the Cost of Living Council to make an all out effort to provide adequate supplies of fertilizer for U.S. farmers' needs in the coming years.

This commitment, according to Dr. John T. Dunlop, Council director, came from nearly 40 fertilizer producers who indicated that if price relief were granted, they would sell in the domestic market some additional 350,000 tons of five products during October-December, and more than 1,150,000 additional tons during January-June of next year.

"A return to relative food price stability hinges, in part, on the farmers' ability to expand significantly output in 1974," Dr. Dunlop emphasized. "And an integral element to crop expansion is ample supplies of fertilizer."

Among actions the government task force will undertake are:

- Seek to raise the priorities for natural gas feedstocks to ammonia producers working with the Federal Power Commission and state regulatory agencies.
- Work with the Department of Transportation to eliminate shipping bottlenecks and to improve rail car and transportation availability during the main shipping season. Explore the possibility of stepping up the production of rail hopper cars.
- Institute a monitoring system for export of fertilizer contracted for shipment in 1973-74.
- Develop a procedure requiring fertilizer manufacturers, traders and brokers to report weekly realized average prices (sales revenue divided by quantity sold) to the government for monitoring purposes. Prices will be reported for andydrous ammonia, urea, ammonia nitrate, normal superphosphate, triple superphosphate, diammonium phosphate, phosphate and potassium chloride.
- Work with The Fertilizer Institute and the National Fertilizer Solutions Association to seek additional opportunities to ensure the availability of fertilizer to U.S. farmers.

Cost Of Living Council Answers Questions On Phase IV Compliance

Final Phase IV executive compensation regulations are "more restrictive than prior rules," according to Dr. John T. Dunlop, director of the Cost of Living Council.

"These tightened regulations reflect the efforts to have controls on executives and variable compensation conform more closely to the regulations which apply to other wage and salary groups," he said.

Key provisions in the regulations are:

- Establishment of Executive Control Groups by large corporations. Salaries and bonuses paid those groups are subject to separate limitations.
- Reporting of Executive Control Group incentive payments and salaries is mandatory for firms with annual revenues in excess of $250 million, and recordkeeping is required for firms in excess of $50 million.

Primary modifications contained in the final regulations were made on the basis of 130 comments received on the proposed rules. The modifications include:

Allowable bonus payments for the Executive Control Group are required to be computed by first adjusting for changes in composition of the entire plan unit (which contains the Executive Control Group) and then applying the historical proportion of the bonus pool which has previously been paid to the Executive Control Group. The proposed regulations would have required that the historical proportion be applied prior to making an adjustment for changes in compensation of the Executive Control Group alone.

The alternate rule which would have permitted salaries for Executive Control Groups to be computed on the basis of expected changes in the size of the group has been eliminated.

Incentive compensation plans which were adopted by firms in industries subject to self-administered Phase III controls will generally not have to be submitted for approval as was previously suggested. A retroactive recision of Phase III rules is thereby averted.

In other recent action the Council responded to questions from businessmen on a variety of Phase IV areas ranging from sale of chemical ingredients for food products to merchandise pricing plans and insurance rate structures.

Questions come from businessmen throughout the country who are attempting to comply with the complexities of Phase IV. The Council has attempted to clarify some of the regulations in publishing answers to the questions. The latest series includes:

Q. Company A is solely in the business of manufacturing and selling to Company B certain chemical ingredients for final food products such as stabilizers, additives, bases. Is Company A a food manufacturer and therefore subject to Section 150.606 of Subpart Q of the food regulations or is it a non-food manufacturer subject to Subpart E, manufacturing and service organizations?

A. If the ingredient is produced in a form in which the item cannot reasonably be considered edible unless it is mixed with food or is otherwise subsequently altered in form, the ingredient is not food within the meaning of that term as defined in Subpart Q, and the firm is controlled under Subpart E.

Q. A section of Subpart D states that if a firm is involved in the sale of both exempt and non-exempt items and the firm exceeds its base period profit margin the Council will excuse the overage to the extent the firm can demonstrate that the overage is attributable to the sale of exempt items. Does this rule apply to food manufactures under Subpart Q?

FOOD PRODUCTION—*Manufacture of food products is covered in the latest Cost of Living Council answers to business questions about Phase IV. These bakery workers are busy on the production line, a typical U.S. production scene.*

A. Yes.

Q. A food manufacturing firm derives actual revenues during a fiscal quarter which exceed the quarterly revenues computed from the application of the permissible revenue formula in Section 150.606 (c). May this firm offset this overage during the succeeding fiscal quarter and thus avoid a violation?

A. No. An excess of actual quarterly revenues over permissible quarterly revenues is a violation unless the Council accepts as justification for the excess a documented statement by the firm concerned demonstrating that the excess is attributable to seasonal patterns, the same of exempt items or temporary unforeseen changes in product mix. Monthly excesses during the quarter concerned may be offset within the same quarter. However, if the Council finds that the rate of excess for a month is such that the firm cannot demonstrate compliance for the entire quarter on a projected basis, the Council may order price reductions to assure compliance by the end of the quarter.

Q. In preparing a merchandise pricing plan, a price category III building supply firm lists only one category—No. 141 Building Supplies, even though it sells paints (No. 144) and power tools (No. 142). There does not appear to be any requirement to list the paint and power tools as separate catgories. Is this correct?

A. Yes. Section 150.310 provides that a price category III firm ". . . may group all of its retail or wholesale products into a single merchandise category." It may, however, elect to use more than one category, and, if so, the category III firm must prepare and keep among its records merchandise pricing plan in accordance with the provisions of Section 150.306 (a).

Q. If an insurer increases rates for some coverages within a line of insurance and decreases others such that the average change is a decrease or an increase of not more than 5 percent, must this change be prenotified to the Cost of Living Council.

For example, Bodily Injury increased 15 percent; Property Damage decreased 25 percent; Medical payments increased 10 percent; Uninsured Motorists increased 10 percent producing a weighted average of 2.5 percent.

A. No. Section 150.405 requires prenotification of each proposed rate increase in excess of 5 percent for a line of insurance. Therefore, since the average change in rates is less than a 5 percent increase, the change need not be prenotified.

Q. If an insurer increases rates for some coverages within a line of insurance and decreases others that the average effect is a decrease for that line of insurance, do the criteria in Section 150.403 apply to any of the coverages?

A. Yes. The criteria for Section 150.403 apply only to those coverages for which rates are being increased, in which event the increases must be calculated in accordance with those criteria. This is true even if, as a result of decreases in other coverages within the same line of insurance, the average change for all coverages within that line is a decrease.

Q. Firm A, a manufacturer, came into existence Jan. 14, 1973. Firm A has no "base period." Is Firm A subject to the Phase IV regulations?

A. Yes. Firm A is subject to the regulations that determine the maximum permissible prices at which an item can be sold. In this connection, Firm A can compute a base price pursuant to Section 150.103 (b) (1) (ii) or (iii).

However, Firm A is not subject to a base period profit margin during its current fiscal year or the next year. The new firm will, however, become subject to a profit margin limitation after two years when it can establish a base period.

Q. On Aug. 20, 1973, Company A and Company B submitted to the

Cost of Living Council prenotifications of proposed price increases pursuant to Section 150.151. After waiting 30 days, both companies implemented 5 percent across the board increases. However, due to market conditions on Oct. 1, 1973, the following events occurred: (1) Company A, after putting the 5 percent increase into effect, lowered its price by 2 percent. (2) Company B, after putting the 5 percent increase into effect, lowered its prices below the base level. On Dec. 1, 1973, both companies want to raise their prices up to the amount stated in the August prenotifications. Must they prenotify the Cost of Living Council and repeat the procedure for the November prices increases?

A. Once a firm has prenotified the Cost of Living Council of a price increase, no further prenotification need be made for any price increase based upon that prenotification. A price increase is encompassed within the prenotification if it is based upon the cost increase set forth in the prenotification and those cost increases continue to be incurred.

Q. The instructions to Schedule C, Form CLC-22, require that supporting schedules be attached to Schedule C listing details of cost elements for: Item 4—Direct Materials; Item 5—Direct Labor; Item 6—Other Manufacturing or Service Costs; Item 7—Other Operating Costs. What type of cost data must be included in such supporting schedules?

A. The type of data that is envisioned by the CLC-22 instructions are:

Item 4—Direct materials, supporting schedules listing significant types of direct materials for which cost rates have changed, and the percentage change in each of these materials.

Item 5—Direct labor—All other labor items for which a cost change is shown, providing supporting detail in an attachment including: name of employee unit; number of employees in employee unit; percentage increase for the employee unit; implementation date of increase. If any portion of the labor cost increases shown in column (c) includes cost increases resulting from any adjustment exceeding 5.5 percent (excluding qualified fringe benefits) for an employee unit for any control year as determined under the applicable wage stabilization rules of the Economic Stabilization Regulations, supporting documentation must be attached to the Schedule C including all data pertaining to the labor increase and the basis for an "exception" from the Pay Regulations of Phase IV.

Item 6—Other manufacturing or service costs. Labor categories must include all labor costs, and supporting detail as described for Item 5 must be provided.

Item 6 — Requirements found common to other manufacturing or service costs, and Item 7—Other operating costs: Supporting schedules must be attached listing the cost elements or functional accounts included, and any basis for allocation. In addition, other operating costs, must include volume assumptions. Cost data which must be listed in supporting schedules for Items 6 and 7 includes, but is not limited to, detailed cost elements from the firm's chart of accounts such as advertising, travel, depreciation, rent, telephone, maintenance and repairs. Each cost element listed must include the level of costs in the same cost period, costs incurred during the current cost period, and the percentage increase (decrease) of current period costs over base period costs. The supporting schedules for Items 6 and 7 must include all cost elements in the firms chart of accounts which comprise the percentage increase (decrease) entered for Items 6 and 7 in column (b), Part II of Schedule C. The sum of the cost elements in each supporting schedule must reconcile to the percentages entered in Items 6 and 7, col. (b), Part II of Schedule C.

State Patterns Seen In Second Quarter Personal Income Totals

Total personal income in the second quarter of 1973 gained 7.25 percent in Colorado but declined nearly 5 percent in Alaska, the Bureau of Economic Analysis reports.

Personal income rose from the first to the second quarter of 1973 in all eight regions and in 41 states. The national increase was 2.25 percent. Increases equalled or exceeded the national average at least as large as that in four regions—Great Lakes, Rocky Mountain, Southeast, and New England —and in 19 states. It ranged from 1.50 percent to 2 percent in the Plains and Southwest regions and in 11 states. It was well below average in the Far West and Mideast and in another 11 states. In three states income was little changed, and in six states and the District of Columbia, it was off moderately.

Consumer prices, as measured by the implicit price deflator for personal consumption expenditures, rose 2 percent in the second quarter. The price rise was slightly slower than the increase in personal income on a national basis.

Nationally, gains in most major income components were between 1.5 and 3 percent. However, rental income and farm proprietors' earnings were about unchanged. These components were checked by flood losses on the Mississippi and its major tributaries in the spring of 1973, and by the termination of government assistance payments to home owners and businesses which had suffered losses in Tropical Storm Agnes in June 1972. These payments had been substantial in the first quarter of 1973. The impact of their termination was most evident in Pennsylvania,

where rental income fell more than 20 percent, and New York, where it fell more than 5 percent.

The Mississippi River floods had their largest direct impact on personal income through losses of residential property and of plant and equipment and inventory of business proprietors, mainly farmers. The write-offs of these losses in the second quarter of 1973 are currently estimated at nearly $.4 billion at an annual rate. The largest flood-related losses in rental income and in farm proprietors' income were in Mississippi where rental income dropped nearly 20 percent, Missouri, Louisiana, Arkansas, Illinois, Tennessee, and Kentucky. Regionally, these losses had a noticeable impact only in the Southeast.

Differences among regions and states in the percentage change in total personal income in the second quarter were mainly the result of differences in the behavior of three components reflecting current economic activity — manufacturing payrolls (especially durable goods), construction payrolls, and farm income — and of net rental income. In addition, most regions and states with large gains in income from these industries also registered large increases in service-type industries.

The states with the largest gains, ranging from 5 to 7.25 percent, were Colorado, Florida, Maine, North Carolina, Oklahoma, and Idaho. The rise in manufacturing payrolls was well above the national average in all states except Idaho. The rise in construction payrolls was strong in all six. There were large gains in service-type industries in four of the six states. The exceptions were Oklahoma and Idaho.

Personal income declined in the second quarter in Alaska, Wyoming, Mississippi, New Mexico, Montana, Utah, and the District of Columbia and was little changed in Oregon, Hawaii, and Delaware. Farm income was weak in Mississippi, Wyoming, Oregon, Montana, New Mexico, Hawaii, and Utah. Manufacturing wage payments were weak in Hawaii, New Mexico, Utah, Wyoming, Montana and Mississippi.

Construction payrolls were down in Alaska, Wyoming, Utah, New Mexico, Delaware, Oregon, and Mississippi. A decline in federal payrolls was an important factor in income weakness in the District of Columbia and Alaska. In Alaska, a drop in mining also contributed to the actual losses in income from service-type activities.

The regions with the largest income gains were the Great Lakes, Rocky Mountain and Southeast. Construction payrolls rose sharply in each, and manufacturing payrolls in the Southeast and Rocky Mountain regions rose much more than nationally. Increases in income from nearly all service-type activities in these regions were greater than the national average. Net rental income and farm income declined somewhat in the Southeast, partly due to the floods.

The Mideast and Far West had the smallest income gains. Manufacturing and construction payrolls were weak in both regions and the gains in most service-type industries were below the national average. Rental income was off sharply in the Mideast because of the termination of assistance payments to home owners for 1972 flood losses.

—Bureau of Economic Analysis

Calendar For Businessmen

Nov. 15 — White Plains, N.Y. — Business Opportunity Federal Procurement Conference. For information, Lee Greif, Administrative Assistant to U.S. Rep. Peter A. Peyser, 1133 Longworth House Office Building, Washington. 202-225-5536.

Nov. 19—New York—Conference on the Financial and Economic Outlook for 1974-75, sponsored by Kent Econometric Associates, Inc. For information, Kent Econometric Associates, Inc., P.O. Box 641, Kent, Ohio 44340.

Nov. 26-28—Honolulu—U.S. Mid-Pacific Maritime Conference, by the Maritime Administration, National Maritime Council and State of Hawaii. Howard F. Casey, Deputy Assistant Secretary for Maritime Affairs, will speak.

Nov. 27-28 — Milwaukee — Conference on Port Planning and Development, sponsored by University of Milwaukee, Center for Great Lakes Studies.

Nov. 30 — Jamaica, N.Y. — Business Opportunity Federal Procurement Conference. For information, Richard R. White, Jamaica Chamber of Commerce, 89-31 161st St., Jamaica, N.Y. 11432. Phone: 212-657-4800.

Dec. 4-5 — Philadelphia — Environmental Law, two-day practical course for managers and engineers, sponsored by International Association for Pollution Control. For information, IAPC, 4733 Bethesda Ave., N.W., Suite 303, Washington, D.C. 20014.

Dec. 6 — Washington, D.C. — Atomic Industrial Forum Seminar on Nuclear Merchant Ships.

Jan. 6-9, 1974 — New York — 63rd annual convention of National Retail Merchants Association. For information, Convention Coordinator, 100 W. 31st St., New York, N.Y. 10001.

March 4-5, 1974 — Louisville — Fourth Environmental Engineering Conference, sponsored by International Association for Pollution Control and University of Louisville.

May 14-16, 1974 — Washington, D.C. — Fourth Marine Pollution Control Conference sponsored by the International Association for Pollution Control.

SCIENCE & TECHNOLOGY REPORT

- Fishery conference to draw industry talent to Tokyo
- Cold winter boosts chances of critical fuel shortages
- Science calendar

Europe's Patent Accord To Help U.S. Firms

Obtaining multinational patents in Western Europe will be a great deal simpler for U.S. companies doing business there as a result of a European Convention concluded at Munich last month. Under its terms, Americans will have unrestricted access to the grant of a European patent either directly or through the Patent Cooperation Treaty.

Fourteen nations signed the convention including the nine countries forming the European Economic Community (Belgium, Denmark, France, Ireland, Italy, Luxembourg, the Netherlands, West Germany, and the United Kingdom) and Greece, Lichtenstein, Norway, Switzerland, and Sweden.

The Convention establishes a European patent organization headquartered in Munich and a Hague Branch Office, together with an overall Administrative Council which will be composed of representatives of the Contracting States. Under the Convention procedures anyone, irrespective of nationality, may file an application for a European patent. The application must be filed, in one of the three official languages—English, French or German—directly with the European Patent Office or with the national patent office of a Contracting State. Each application must contain a designation of those countries in which the European patent is sought.

Novelty search

The Branch Office in the Hague will be responsible for processing European patent applications up to the publication stage. The Hague Office will examine the application for formalities and will also conduct a search for novelty. At the end of 18 months the European patent application together with the novelty search report will be published in one of the three languages chosen by the applicant.

The applicant will have a period of six months after the date of publication to request the examination of this application. If no request has been filed at the end of the six-month period, the European application will be considered withdrawn.

Upon the filing of a request for examination in the Hague, the application will be forwarded to the European Patent Office Examining Division in Munich. The Examining Division will determine whether the invention is new, involves an inventive step and is capable of industrial application. Upon completion of the examination the European patent will be granted. The patent specification will only be published in the language of the application; however, the claims will be published in all

three official languages. From the date of grant, all European patents will exist as national patents in those countries which have been designated.

The Convention provides that within nine months from the grant of the European patent, a person may give notice to the European Patent Office of opposition to the patent. If the opposition is maintained, the patent will be revoked.

The Convention Establishing a European System for the Grant of Patents will be especially beneficial to U.S. industry because it permits access through the Patent Cooperation Treaty (PCT) signed by 35 nations in Washington, D.C., in June 1970.

Central filing

The Treaty provides a mechanism for the single filing of an "international application" where protection is desired in several of the Contracting States. The filing of the single international application and the designation of those additional countries in which patent protection is sought will have the same effect as if the application had been filed in each of the designated States.

The European Convention provides that international applications filed under the Treaty may be subject to proceedings before the European Patent Office. In all cases where international applications designate or elect the European Office such applications shall be deemed to be applications for a European patent. The European Patent Office may also act as the search authority responsible under the Treaty for an international search and the preliminary examination. For U.S. business this means that a single filing, using the Treaty route, of an application in the English language designating one or more of the Contracting States of the European Convention affords access to the European patent. In addition, U.S. applicants filing in most European countries under the Treaty will no longer have need of a translation. The international search report will take the place of the European search report.

The matter of cost of the European patent has not yet been determined. However, American applicants filing under the Convention should realize a decrease in the cost of obtaining patent protection in the various European countries. The amount of savings realized will depend upon the number of countries adhering to the European Patent Convention and the number of countries in which the application would have been filed separately. The fact that all proceedings before the European Patent Office will be conducted in English will eliminate the cost of translations for American companies. For the most part, the cost incurred by representation by foreign agents before the various Patent Offices should be reduced since American practitioners will be dealing with only one body of law for Europe instead of a multiplicity of laws. In addition, the substantive law of the Convention is in most instances similar to present U.S. patent law.

Retaining a foreign agent

The European Convention further provides that any natural or legal person not a resident of one of the Contracting States will not be required to obtain a European agent during the process of filing the European patent application. Under this Article of the Convention, United States practitioners, whether private or corporate, will be able to prepare and file European applications without the necessity of retaining a European agent. However, the American applicant will have to retain a foreign agent and act through him in all other proceedings before the European Patent Office.

A second Convention, the Convention for the European Patent for the Common Market, will be negotiated in Luxembourg next May. This convention, which will operate together with the one signed recently, will create an almost completely unified patent law for nine member nations of the EEC.

This is particularly significant for U.S. business since the second Convention provides that the EEC countries may not make use of certain reservations available under Article 167 of the first Convention relating to the terms of patents and to certain exceptions to patentability. This provision is of importance to the chemical and pharmaceutical industry in respect to Italy which does not permit the patentability of medicines under its present national law.

Under the proposed procedure the member countries of the European Convention have declared their intention of bringing into force the Patent Cooperation Treaty at a date which will not be prior to that of the entry into force of these two European Conventions. In other words, the member nations of these European Conventions will ratify or accede to the Patent Cooperation Treaty at the same time the two European Conventions enter into force. Entry into force is expected within three to four years.

FAO Fishery Conference Will Attract Industry's Top Talent To Tokyo

One of 1973's most important international fisheries meetings will be held in Tokyo December 4-11, under the sponsorship of the Food and Agriculture Organization of the United Nations.

Discussions at the scheduled Technical Conference on Fishery Products will bring together fishery experts from all over the world, who will exchange opinions and information on more effective use of available fish resources and more intensive exploitation of all aquatic supplies.

The Commerce Department's

National Oceanic and Atmospheric Administration plans to send several fisheries experts from its National Marine Fisheries Service. Thirty or more representatives of the U.S. fishing industry and other Federal agencies also plan to attend the six-session Conference.

For details, write Joseph W. Slavin, Associate Director for Resource Utilization, National Marine Fisheries Service, National Oceanic and Atmospheric Admin., U.S. Department of Commerce, Washington, D.C., 20235.

—NOAA

Cold Winter Boosts Chances Of Critical Fuel Shortages

Fuel demand by U.S. homes and businesses in the United States this winter will be 1.1 percent higher than last season—even without allowing for economic growth—if this season's temperatures equal the average for the past decade, according to Commerce's National Oceanic and Atmospheric Administration.

In view of the potentially critical shortage of heating fuels during the coming winter, a NOAA task group has conducted a special analysis of the effects of weather on total national demand for fuel.

The results show that, with few exceptions, the heating seasons since 1957 have been colder than those from 1931 through 1957. The major exception to this pattern was the warm winter of 1971-72.

Systematic changes

From the 42-year weather record used in the study, the scientists concluded that—if systematic changes of climate do not occur—the total national demand for heating fuel can be expected to exceed the long-term average by 10 percent in one out of 100 years and by 5.5 percent once each decade. These figures, and others produced by the study, assume a constant economy and do not take account of changes in demand caused by economic, population, or technological trends.

The basic unit employed in the study is the heating degree day, a measure of fuel consumption widely used by the fuel industry to evaluate use rates. When the daily mean temperature is 65 degrees or higher, heating engineers have found that most buildings require no heat to maintain a comfortable indoor temperature. The daily mean temperature is obtained by adding the high and low temperatures for the day, and dividing the total by two. Each degree that the daily mean temperature is below 65 is counted as one heating degree day. A day with a mean temperature of 35 degrees—30 degree days—would require twice as much heating fuel as a day with a mean temperature of 50—15 degree days.

The figures were weighted according to the proportional contribution of each state to total national demand for all heating fuels and for gas, oil, electricity, and propane gas individually.

When averaged for the nation, the weighted statistics show that the seasonal average for heating degree days over the past 42 years is 4752. The warmest winter by far was that of 1931-32, with 4147 total national heating degree days; several other relatively warm winters occurred in the early 1950's, but there have been very few since. The coldest winter during the period was that of 1969-70, with 5091 total national heating degree days.

Human hardship

The highest demand for oil tends to be concentrated in the Northeast and Upper Midwest, the study points out. This is disturbing for two reasons. Oil is one of the heating fuels in shortest supply at present, and a disproportionately large number of people who rely on this fuel live in the coldest states, where shortages could be expected to produce severe human hardship. Furthermore, many of these states are in a region of unusually large climatic variability, where the probability of a winter cold enough to increase oil demand is higher.

The statistical data compiled by the study group can be summarized to indicate the most probable heating fuel demand for the 1973-74 season. Using the 42-year average and assuming no climatic change, fuel demand for the coming winter could be expected to be 1.8 percent less than last year. Using the 10-year average, which is one way of hedging against climatic change, 1973-74 heating fuel demand can be expected to be 1.1 percent greater than last winter.

Science Calendar

Nov. 14-16 — Gaithersburg, Md. — National Bureau of Standards. National Conference of Standards Laboratories' 1973 meeting.

Nov. 19-20 — Gaithersburg, Md. — National Bureau of Standards. Computer Security Symposium. Clark Renniger, 921-3195.

Nov. 27-28 — Gaithersburg, Md. — National Bureau of Standards. Conference on Automation and Productivity. Sponsored by NBS. Contact: Ed Johnsen, 921-2381.

Nov. 29 — Gaithersburg, Md. — National Bureau of Standards. Nuclear Science Education Conference. Contact: R. S. Carter, 921-2421.

Dec. 4-7 — Gaithersburg, Md. — National Bureau of Standards. Computer Performance Evaluation Users Group. Contact: Dick Ensign, 274-8461.

Jan. 10 — Gaithersburg, Md. — National Bureau of Standards. Symposium on polymer science. Contact: J. Antonucci, 921-3336.

INTERNATIONAL COMMERCE REPORT

- Reports on two U.S. trade missions to E. Europe
- Washington Official Trade Briefs
- Reports on recent overseas trade exhibitions
- Italian economy faces uncertainties
- U.S. sales to Mexico post big gains
- Schedule of upcoming trade promotions abroad

Korean Mission Buys $700 Million In U.S.

Concrete evidence of the Korean Government's new policy to buy more American products is seen in the recent visit to the United States by a "Sell to Korea" Mission, which is likely to result in sales of approximately $700 million worth of American machinery, equipment and commodities.

This purchasing mission is being heralded by both Korean and American businessmen as the stepping stone to a new, mutually-beneficial period of increased trade between the two countries. Sales of U.S. products generated by the mission's visit, it is felt, merely touch the surface of the many opportunities that are offered to aggressive U.S. suppliers by Korea's expanding economy.

The 30-man mission was sent by the Korean Government with the specific goal of purchasing U.S. products, particularly capital goods, not already bought in quantity here. At the wrap-up session in Los Angeles on Oct. 15, chaired by Deputy Assistant Secretary for International Commerce Marinus van Gessel, it was announced that contracts had been signed with U.S. manufacturers for approximately $72 million for a wide range of items including tire manufacturing machinery, dredges, shrimp trawlers, locomotive parts, textile machinery, construction machinery, a continuous casting machine and a sulfuric acid plant.

In addition, contracts are under negotiation for $304 million for such products as container cranes, dump trucks, textile machinery, machine tools, a paper making plant, electrolytic copper bars, a fertilizer plant, an oxygen plant, tractors, cement vessels, a hot strip mill plant, and a soda ash plant. It was also announced that a separate grain procurement mission contracted for $316 million worth of wheat and cotton in August.

Korea's GNP, which reached $9.7 billion in constant prices in 1972, is expected to increase in real terms by a record 15-17 percent in 1973. The Korean Government has embarked on an ambitious $10 billion, 10-year heavy and chemical industry expansion program that emphasizes extensive development of the steel, chemical, electronics, non-ferrous metal, machinery and ship building industries. Development plans call for large inputs of foreign capital, machinery and equipment by 1981, and the Korean Government has announced its desire to obtain much of this capital and equipment in the U.S.

The "Sell to Korea" Mission is one of several measures the Korean Government has taken to encourage U.S. participation in its economic growth. As a result of such measures, the U.S. trade balance with Korea, which had declined in recent years to a small surplus of

PLANNING KOREAN MISSION'S U.S. ITINERARY—*Marinus van Gessel, Deputy Assistant Secretary for International Commerce (left), discusses with Korea's Vice Minister of Commerce and Industry, Ui Hwan Shim, the plans for the 13-city tour in the U.S. of the "Sell to Korea" Mission led by Shim.*

$27 million in 1972, is expected to improve substantially.

Mission members noted the improved competitiveness of U.S. goods resulting from the latest currency realignments, and were impressed with the quality of products available from U.S. suppliers. They appreciated the opportunity to meet directly with U.S. manufacturers and felt that other Korean buyers could also benefit from the contacts made during the mission.

Korea's Vice Minister of Commerce and Industry, Ui Hwan Shim led the mission. With him were seven other Korean Government officials representing the Ministry of Commerce and Industry, Economic Planning Board, Korea Exchange Bank, Office of Supply, Korea Traders Association, and the newly formed Korea-U.S. Economic Council, and 22 Korean business leaders with a wide range of industrial interests.

Under the auspices of the U.S. Department of Commerce and its District Offices and in cooperation with Korean Government representatives in this country, the mission had appointments with U.S. Government officials, city and state officials, U.S. manufacturers, industry associations, banks, and other business organizations in 13 cities during its month-long stay.

Several private organizations such as the Business Council for International Understanding, the Institute for International Education in Houston, the Cleveland World Trade Association, a number of local Chambers of Commerce and city and state governments also assisted in making arrangements.

The visit began with meetings in Washington with high-level U.S. government officials including Secretary of Commerce Frederick B. Dent; Willis C. Armstrong, Assistant Secretary of State; Catherine Bedell, Chairman, U.S. Tariff Commission; Dean Hinton, Deputy Director, Council on International Economic Policy; William D. Eberle, Special Representative for Trade Negotiations; Henry Kearns, President and Chairman of the U.S. Export-Import Bank; and Deputy Assistant Secretary of Commerce van Gessel.

The whole mission went to Chicago and New York, and reassembled for the final session in Los Angeles, after splitting for visits to Cleveland, Detroit, Milwaukee, Cincinnati, Pittsburgh, Houston, Boston, Philadelphia and Charlotte.

Councils established

The New York stop saw the inauguration of the U.S.-Korea Economic Council, an organization established in the U.S. to foster mutually beneficial economic relations between the two countries and to serve as an information and conference center on Korean economic affairs. A counterpart Korean organization, the

MEETING THE U.S. BUSINESS PRESS—*"Sell to Korea" Mission leader Ui Hwan Shim describes to U.S. business press representatives the purposes of his group's visit. At his right at the New York conference is Chul Su Kim, also of the Korean Ministry of Commerce and Industry. At left in rear is another official of the Commerce and Industry Ministry, Eun Tak Lee.*

Korea-U.S. Economic Council was established earlier this year. B. R. Dorsey, Chairman of the Board, Gulf Oil Corp., heads the U.S. Council and Choong Hoon Park, President, Korean Traders Association, is president of the Korea Council.

U.S. firms interested in obtaining additional information on the "Sell to Korea" Mission or the many opportunities to export to Korea are advised to contact the Korea Country Specialist, Far East Division, Office of International Marketing, U.S. Department of Commerce, Washington, D.C. 20230, (tel: 202-967-2215).

Machine Tool Builders See Expanding Markets In Czechoslovakia, Romania

A dozen members of the National Machine Tool Builders' Association visited Czechoslovakia and Romania recently, to get a "reading" on the state of the art in each country, to establish relationships with the chief government trade officials, to investigate the processes involved in exporting or in cooperative agreements such as licensing, and to emphasize the quality of U.S. products and technology.

They accomplished all of these objectives. In addition, as a direct result, a $750,000 machine tool order has already been received by one of the participants; and sales by others are highly probable.

These businessmen comprised a trade mission organized by NMTBA, under the sponsorship of the Commerce Department. Mission leader John A. Connor, the association's international trade director, reports that the total impact of the visit will not be apparent immediately, because machine tool imports in these countries are coordinated with their five-year plans; but several conclusions have emerged:

► A serious manpower shortage is developing in the socialist countries, coupled with an admission that American-type automation is necessary as a solution. This situation, plus more emphasis on mass-produced consumer goods, is creating a vastly expanded market for U.S. machine tools.

► There is evidence that machine tool manufacturers in the socialist nations are finding it difficult to meet domestic requirements; and if the market for machine tool products is enlarged, they will of necessity turn to imports and cooperative agreements with American manufacturers.

► U.S. machine tool technology is acknowledged to be the most highly developed in the world, and domestic production of components strives to meet American standards.

► Since Eastern European nations have a trade deficit with the United States, negotiations for the purchase or licensing of American manufactured goods often involve compensation trading of domestic goods rather than outright hard-currency payments.

In Czechoslovakia, the mission met with some 175 industry, trade, and government officials involved directly with the machine tool industry or import programs for machine tools. Also, the members toured two large machine tool factories—one in Prague, the other in Brno—and the Skoda Automobile Works in Mlada Boleslav.

"All members agreed that sales of U.S. machine tools in Czechoslovakia will be possible in the future," said Connor, "given the continuing development of a better climate for East-West trade, possibility of Eximbank credits, and relaxation of U.S. export controls." He observed that the quality and technological level of the equipment presented were superior to most being produced in Czechoslovakia and provoked "genuine, if somewhat cautious, interest."

Substantial expansion is planned in production of cars, trucks, and tractors, according to Frantisek Chiak, Deputy Minister for Engineering and Metallurgy, said Connor. "High-technology equipment requirements for the cars and Tatra trucks are estimated at $26 million in the short run, $30 million by the end of the first expansion stage (1975), and another $30 million after that date."

In Romania, the mission members held discussions with officials of the Chamber of Commerce, the Ministry of Machine Tools, and the Foreign Trade Ministry. Two plants were visited.

In addition to potential sales, a recurring subject throughout the visit was the country's plan to construct a major complex for the manufacture of a complete range of the latest designed machine tools. To be worked into the next five-year plan (1976-80), the complex is seen as more than doubling the present size of the country's machine tool industry. Romania has proposed making this project a joint venture with U.S. firms.

Participating in the tool builders' mission were Curtis H. Altmaier, Cincinnati Milacron, Inc., Cincinnati; Leonard C. Billings, Acme Mfg. Co., Detroit; Seth A. Carlsson, DoAll Co., Des Plaines, Ill.; James N. Farley, Speedfam Corp., Des Plaines; Henry M. Frechette, Kingsbury Machine Tool Corp., Keene, N.H.; Raymond W. Fry, International Machine Tool Systems Group, Litton Industries, Hartford, Conn.; George H. Holz, Snow Manufacturing Co., Bellwood, Ill.; Carl G. B. Korn, Speedfam Corp., Zug, Switzerland; Nicolaas A. Leyds, Bryant Grinder Corp., Springfield, Vt.; Harry Love, Verson Allsteel Press Co., Chicago; Harry Loomis, V & O Press Co., Hudson, N.Y.; and Wayne R. Moore, Moore Special Tool Co., Bridgeport, Conn.

AT POZNAN FAIR—*Mission member W. A. Whitescarver (third from right) demonstrates his company's equipment to Polish visitors.*

E. Europeans Want Printing Equipment, Mission Finds

Queries for printing equipment suppliers: did you know that . . .

- In Poland, the art of printing is celebrating its 500th anniversary this year?
- Lithography was discovered by a man from Prague?
- A big printing plant in Bucharest employs over 4,000 people?

Probably not, and neither did the members of a U.S. Printing Equipment and Graphic Arts Trade Mission until they visited Poland, Czechoslovakia and Romania last month, in pursuit of Eastern European markets for their products, machinery and technological advances.

Six U.S. companies represented a variety of graphic arts systems, ranging from a library of adhesive or pressure transfer letter lettering and symbols, pre-press color proofing systems, and pre-sensitized sheets for photographic operations and plate making, to computerized photo composition equipment and keyboard systems, and dampening, conditioning, inking and liquid application systems for the lithographic printing processes, and rounded off with sophisticated printing equipment used in producing business forms including carbon coating, and equipment for binding books and magazines.

Judged by past experience of U.S. officials engaged in developing commercial relationships between U.S. private enterprise and socialist countries, the mission was extremely well received and, what counts most, successful in creating tangible interest in printing and graphic arts circles in the respective countries. Mission Director Peter S. Kramaric pointed to a good yardstick—the immediate bookings and trial orders in the vicinity of $80,000, with aditional business of almost $3 million expected to follow within the next 12 months.

All host countries, he said, were eager to receive additional approaches by the American graphic arts industry in the future, with direct contact through catalogs and technical literature, participation in technical seminars and trade exhibitions and fairs in Eastern Europe. Kramaric is Deputy Director of the Office of East-West Trade Development in Commerce's Bureau of East-West Trade.

The mission found a common set of factors at every stop—historical thirst for reading matter, almost total literacy, governmental priorities in education and dissemination of printed word, combined with often obsolete and inefficient printing plant, lack of mechanization and automation tying up highly skilled labor badly needed elsewhere and a sincere regard for the quality and efficiency of American graphic arts industry.

"You have brought us six companies today. Why don't you send us eight tomorrow," remarked a Czech official of the printing industry, echoing the common desire of all host countries to get acquainted with the best the U.S. companies have to offer.

At Poznan fair

The mission visit to Poland coincided with the annual International Consumer Goods Fair in Poznan. Members were able to use a U.S. Department of Commerce Business Development Office containing a catalog show on the theme and conveniently located in a large pavilion, "Poligrafia 73," where displays of graphic arts machinery and systems attracted local as well as international specialists and technicians.

Contacts with Polish polygraphic industry, some pre-arranged and some developed on the spot, led to the introductory technical presentation by individual member-companies to a group of influential Polish decision makers. Polish representatives included Jan Kluczek, Director General of the Association of Polygraphic Printing—

a coordinating body for virtually all printing and publishing activities in Poland—and Jacek Gorecki, director of the largest printing enterprise RSW "Prasa-Ksiazka-Ruch" in Warsaw.

The task of modernization and reorganization of the Polish printing industry is enjoying high priority with the Sejm (Parliament) Committee for Culture and Art. According to an article in Poligrafika 2-1973, a program for bringing the graphic arts industry to modern Western levels is planned between now and 1990. The quest for modern web offset printing presses and reproduction, measuring and control equipment, the planned change-over to photo-setting, automation of the bookbinding industry, and the stress on increased efficiency of large printing enterprises equipped with computers is the basic theme of the Polish planning for tomorrow. The giant leap forward in the graphic arts industry is underscored by a plan to increase the engineering skills serving the industry from some 200 today to 4,000 in 1990.

Prospects in Czechoslovakia

In Prague, the mission had a series of meetings with top officials of the Czech and Slovak graphic arts industry. Technical presentations under the auspices of the Federal Ministry of Metallurgy and Engineering were attended by numerous representatives of printing industry trusts, individual enterprises and research institutes in printing technology.

As in Poland, the lively interest in American graphic arts technology was predetermined by the governmental planning decision to modernize and expand the industry standards and without doubt influenced by the overall desire to improve the relationship between the two countries, a fact repeatedly emphasized by officials responsible for implementing the programs in the industry.

In Bratislava, the mission was hosted by Ing. Juraj Juras of the Slovak Ministry of Industry, with a full day spent at Polygraficke Zavody N.P., most modern Slovak printing plant. U.S. members were given the opportunity not only to meet in technical discussions with individual decision makers but also to get down to the "printing ink" level in a busy, humming factory.

There is an immediate need in Czechoslovakia for variety of graphic arts systems such as sheet fed offset, letter press, photo-composing and linotype equipment and machinery. While the competition from traditional West European sources appears particularly acute, a number of concrete business possibilities were discussed, with several members of the mission reporting actual requests for quotations.

Romania: Shakespeare, Corot

The entire works of the English bard, and art reproduction of the French painter, among other editions printed in Romania for the export market, raised interesting possibilities not only for the mission members but also for an ingenious three-way commercial deal among the Romanian printing industry on one side and the interested U.S. publishing house, in a link with a U.S. graphic arts manufacturer, on the other.

The mission was hosted by Centralia Industriei Poligrafice, the main coordinating body in Romanian graphic arts. Its director, Anton Iliescu, was in charge of arranging the introductory technical presentations by U.S. members to a comprehensive group of Romanian printing specialists. Each U.S. company was able to develop personal contacts with interested Romanian counterparts.

As in Bratislava, the mission was able to visit a printing plant in Bucharest which provided a welcome opportunity to assess the relative possibilities for absorp-

PANEL IN PRAGUE—*About to begin technical presentations in Czechoslovakia are, left to right: A. Konecny, printing expert, Dr. J. Salda, Research Institute for Graphic Arts; Mission Director Peter Kramaric; Dr. F. Tuma, Director of the Czechoslovakia Printing Trust; Dr. K. Hynek, Ministry of Industry; and R. W. Farrand of the U.S. Embassy.*

tion of American technology into a typical Romanian enterprise. The comment by the Americans that the local industry may need, above all, the introduction of automation techniques and equipment to raise its productivity, was squarely faced by Director Iliescu. "We are not afraid, and indeed we plan to, reduce the labor intensive, outdated production lines with modern systems. Romania is developing rapidly and we can use the technical skills and people elsewhere in the economy."

Romanian priorities in the graphic arts field fall broadly in the areas of equipment for finishing of books, in preparation and printing equipment such as offset and rotogravure systems, production of business forms including computer software and in photosetting field. In addition, interest was shown in supplies of quality films, chemicals, developers and other consumable products used in graphic arts as well as in a variety of control equipment particularly for use in the techniques of color printing.

Industry participants

Industry representatives on the mission were Louis Alpert, Craftsman Machinery Co., Boston; Ben Beale, Para-tone, Inc., Hillside, Ill.; Ed MacConnell and Harold Dahlgren, Dahlgren Manufacturing Co., Dallas; Charles Nesbitt, McCain Manufacturing Corp., Chicago; Samuel Sachs, Direct Reproduction Corp., New York; and William Whitescarver, Schriber Division of Harris-Intertype Corp., Dayton, Ohio, joined with Hans Kobel, Schriber-Europe in Clichy, near Paris.

Interested industries are invited to write to the economic/commercial officers in the U.S. Embassies in Warsaw, Prague, and Bucharest, or the U.S. East-West Trade Center, Prinz Eugen-Strasse 8-10, Vienna, Austria; or phone the Commerce Department's Bureau of East-West Trade in Washington, D. C., 202-967-4161.

USIA To Augment U.S. Trade, Travel Promotion Efforts

U.S. Information Agency personnel in 100 countries have been called upon to support through their information activities, the various trade promotion programs of the Commerce and State Departments, and to work with U.S. Travel Service representatives, Commercial Officers at U.S. embassies, and the private sector in efforts to stimulate U.S. exports and encourage foreign nationals to visit the U.S.

"Changing world circumstances have placed new demands on the entire structure of government, especially in foreign affairs," USIA Director James Keogh said.

USIA's assistance to improve the U.S. balance of payments, Keogh said, would initially be in the areas of depicting the U.S. as an interesting and pleasant place to visit, and to report on American scientific and technical achievements, including the research and development of new products and techniques, particularly in relation to trade fairs, trade missions, and trade centers.

USIA officers were told to inform local businessmen about U.S. products and technical services, and to tell consumers about American items already available locally.

Keogh said that "USIA support for U.S. Government programs to promote tourism to the U.S. uniquely and obviously fits the Agency capability to communicate with foreign audiences." He suggested that more tourism materials be used in USIA publications; that, wherever possible, business and professional groups could be encouraged to attend U.S. conventions, conferences, trade fairs and expositions, and that "Visit America" sections could be established in appropriate USIA libraries and in binational centers abroad.

In addition, the Agency's foreign service officers were told to move to correct possible erroneous impressions overseas about language difficulties for foreigners in the U.S., and that U.S. living patterns present difficult problems.

In Washington, USIA is already moving to increase the amount of its television and motion picture material on tourism and trade, for showing abroad; to increase tourist promotion and information items about new products in programs of the Voice of America, which broadcasts in 36 languages; and to assemble feature, poster and photo materials from state tourist offices for placement overseas.

ExecutiveTradeMission Leaving On USSR Visit

A group of senior executives from nine major U.S. corporations is leaving Nov. 12 on a trade mission to the Soviet Union organized by Commerce Department's Bureau of East-West Trade.

The mission will be accompanied to Moscow by Henry B. Turner, Assistant Secretary of Commerce for Administration, who will serve as Mission Director. His deputy will be Warren Rustand, a Commerce White House Fellow.

The mission members, due to their ranking positions, will be afforded the opportunity to meet with high-level Soviet authorities in the Ministry of Foreign Trade and other ministries of interest to the various industries represented. This is the first Executive Level Trade Mission sent by the Commerce unit to the USSR. It will return on Nov. 21.

Companies represented are: Uniroyal, Inc., New York; RCA, New York; Envirotech Corp., Menlo Park, Calif.; Macrodata Corp., Woodland Hills, Calif.; Deere & Co., Moline, Ill.; Teledyne, Inc., Elk Grove Village, Ill.; Collins Radio Co., Dallas; Fluor Corp., Los Angeles, and National Can Corp., Chicago.

Washington's

Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislative and Tariff Policy Division of the Bureau of International Commerce's Office of International Trade Policy.

THE PRESIDENT

Conversion of TSUS to BTN: President Nixon has postponed from Sept. 30, 1973, to Sept. 30, 1974, the date by which the Tariff Commision must submit a revised draft of the Tariff Schedules (TSUS) and a report on the probable economic effect on U.S. industries and trade if the revisions were to be adopted. This action stems from a request by the President calling for the preparation of a revised TSUS to conform to the structure and format of the Brussels Tariff Nomenclature (BTN). The Commission will schedule public hearings in connection with the study.

Supplemental Data, Ball Bearings: On Sept. 28, the President requested the Tariff Commission, under Section 351(a)(4) of the Trade Expansion Act of 1962, to furnish supplemental material concerning the pending escape clause investigation report on **antifriction balls and ball bearings** (including ball bearings with integral shafts and parts thereof).

New Laws: During September and October, President Nixon signed the following bills into law: H.R. 6912, authorizing the Secretary of the Treasury to make a 10 percent reduction in the par value of the dollar (P.L. 93-110); S. 1352, providing new regulations on U.S. vessels engaged in foreign voyages and on foreign vessels within the jurisdiction of the United States (P.L. 93-115); S. 902, clarifying the definition of non-contiguous trade so as to include trade between two or more points within Alaska, Hawaii, Puerto Rico, or any other territory of the United States (P.L. 93-116); S. 1636, continuing the status of the Council on International Economic Policy in the Executive Office of the President (P.L. 93-121); and H.J. Res. 748, making appropriations for fiscal year 1974 to adjust U.S. balances in international financial institutions so as to accommodate the dollar devaluation (P.L. 93-142).

THE CONGRESS

Votes: Two measures recently were cleared for the President's action when the Senate agreed to the conference report on S. 1636 and passed H.J. Res. 748, previously approved by the House (see New Laws, above). The former bill, S. 1636, gives the Council on International Economic Policy permanent status within the Executive Office of the President; the latter, H.J. Res. 748, appropriates special payments to international financial institutions in fiscal year 1974 due to modification of the par value of the dollar.

In other activity, the House passed and sent to the Senate the following bills: H.R. 8217, to exempt from duty certain equipment and repairs for vessels operated by or for any U.S. agency when entries were made in connection with vessels arriving before Jan. 5, 1971; and H.R. 7599, to change the name of the Patent Office to the "Patent and Trademark Office." The Senate Finance Committee will consider H.R. 8217 and the Judiciary Committee will consider H.R. 7599.

Committee Action: On Oct. 3, the House Committee on Ways and Means ordered favorably reported H.R. 10710, a major trade proposal which would provide authority to negotiate trade agreements, liberalize import relief, new authority to deal with inflation and balance of payments imbalances, and limited authority to grant most-favored-nation status to countries not now receiving it and preferential tariff treatment to less developed countries. This bill resulted from the Committee's consideration of H.R. 6767, the Administration's proposed Trade Reform Act of 1973.

In other recent activity, the Ways and Means Committee favorably reported the following bills: H.R. 6642, with amendment, to suspend the duties on certain bicycle parts and accessories through Dec. 31, 1976; and H.R. 7780, to extend for a temporary period the existing duty suspensions on certain classifications of silk yarns. Other House bills favorably reported include: H.R. 11035, by the Committee on Science and Astronautics, to declare a national policy of converting to the metric system; H.R. 7599, by the Committee on the Judiciary, to change the name of the Patent Office to the "Patent and Trademark Office" (see Votes, col. 2); and H.J. Res. 748, with amendment, by the Committee on Appropriations, to provide par value modification appropriations (see New Laws, and Votes, col. 2). Another bill, S. 1868, to ban the importation of Rhodesian chrome ore, was favorably reported by the Senate Committee on Foreign Affairs.

Committee Hearings: On Oct. 4, the Subcommittee on Energy of the House Committee on Science and Astronautics concluded hearings on energy and environmental standards. Among those who testified was Dr. Betsy Ancker-Johnson, Assistant Secretary for Science and Technology, Department of Commerce. The Subcommittee on International Finance of the

Senate Committe on Banking, Housing and Urban Affairs held hearings Oct. 29-30 on S. 1890, a bill to extend the life and change the authority of the Export-Import Bank. Government witnesses included: Henry Kearns, President and Chairman, Export-Import Bank of the United States; Jack F. Bennett, Deputy Under Secretary of the Treasury for Monetary Affairs; Peter M. Flanigan, Executive Director, Council on International Economic Policy; J. Kenneth Fasick, Director, Int'l Div., General Accounting Office.

Also, Tilton H. Dobbin, Assistant Secretary of Commerce for Domestic and International Business; and Sidney Weintraub, Deputy Assistant Secretary of State for International Finance and Development.

Hearings on H.R. 8193 and related bills, to require that a percentage of U.S. oil imports be carried on U.S. flag vessels, were held in October by the House Subcommitee on Merchant Marine of the Merchant Marine and Fisheries Committee. Testimony was received from witnesses from the Departments of Commerce, Defense, and the Treasury. The Subcommittees on Africa and International Organizations of the House Committee on Foreign Affairs held joint hearings on H.R. 8005 and related bills, to amend the United Nations Participation Act of 1945 to halt the importation of Rhodesian chrome.

On Sept. 27, the Senate Committee on Banking, Housing, and Urban Affairs concluded hearings on S. 2053 and H.R. 8547, to impose export controls to protect the domestic economy. Among those giving testimony were Eliot Janeway, Janeway Publishing and Research Corp., New York City; Phillip Trezise, the Brookings Institution, Washington, D.C.; James Grant, Overseas Development Council, Washington, D.C.; and Edwin M. Wheeler, Fertilizer Institute, Washington, D.C.

New Legislation: Since the opening of the 93rd Congress, some 384 trade and related bills have been introduced. Legislation not previously reported in the Official Trade Briefs column includes: H.R. 10325, to provide for the control and eradication of noxious weeds, and regulation of the movement in interstate or foreign commerce of noxious weeds and potential carriers thereof; H.R. 10433, to amend the Tariff Schedules with respect to the entry of horses; H.R. 10494, to prohibit the export of domestically extracted crude oil, and any petroleum products made from such oil, unless Congress first approves such exportation; H.R. 11107, to amend the Philippine Trade Act of 1946 in order to remove the quota on Philippine cordage at the close of calendar year 1973; H.R. 11038, to suspend for a one-year period the duty on certain carboxymethyl cellulose salts;

Also, S. 2442, to amend the Export Administration Act of 1969 to prohibit export of crude oil and petroleum products during any period when prices in the petroleum industry are subject to economic controls; S. 2525, to require the Secretary of Commerce to prepare and transmit to the Congress periodic reports on export levels, domestic supplies, domestic demand, and prices of certain commodities, and to require the Comptroller General of the United States to analyze and evaluate those reports; S. 2536, to promote tourism in the United States by establishing a National Tourism Administration in the Department of Commerce; and S. 2605, to prohibit the export of agricultural grain to any country which reduces the quantity of oil normally exported by such country to the United States, and for other purposes.

TARIFF COMMISSION

Report on U.S. Agricultural Trade: The Tariff Commission released a report on Oct. 18 summarizing a study conducted on domestic and foreign government programs and policies, including nontariff barriers, which affect U.S. agricultural trade. Limited copies of the report (T.C. Pub. 613) are available free upon request from the Secretary, U.S. Tariff Commission, 8th and E Streets, N.W., Washington, D.C. 20426.

Supplemental Data, Ball Bearings: In response to a Sept. 28 request from the President under Section 351(a)(4) of the Trade Expansion Act of 1962, the Tariff Commission instituted an investigation to furnish additional information to its July 1973 escape clause investigation report on **antifriction balls and ball bearings** (including ball bearings with integral shafts and parts thereof). Interested parties may submit written statements and views no later than Nov. 13.

Adjustment Assistance—Firms: The Commission has opened a new investigation to determine if the Moxees Shoe Corp., Auburn, Me., is sustaining injury from increased imports of **footwear for women and children.** After examining the effects of imports, the Commission will determine whether the firm is eligible to apply for adjustment assistance.

On Sept. 21, the Commission found that the Standard Cellulose and Novelty Co., Inc., Ozone Park, N.Y. **(artificial plastic Christmas trees, wreaths and garlands)** does not meet the requirements of the Trade Expansion Act of 1962 to apply for adjustment assistance.

Adjustment Assistance—Workers: The Commission has opened investigations into the effect of imports on three petitioning groups of former workers at the following plants: M. Lauer, Inc., Long Island City, N.Y. **(women's footwear),** Forann Corp., Brooklyn, N.Y. **(women's footwear),** Plant No. One, Toledo, of the Mather Co., Sylvania, Ohio **(springs and leaves for springs, of base metal, suitable for motor vehicle suspension).** In-

vestigations were also opened on behalf of workers at the Linden, N.J. plant of the GAF Corp., N.Y. **(synthetic organic dyes and pigments)**, and workers and former workers of the Moxees Shoe Corp., Auburn, Me. **(footwear for women)**.

The scope of the investigation instituted by the Commission on behalf of former worker of Criterion Footwear, Inc., Brooklyn, N.Y. **(footwear for women and misses)** has been amended to include, in addition to goods provided for in TSUS items 700.43, 700.45, 700.55 and 700.60, articles provided for in TSUS items 700.32 and 700.70.

In an investigation on behalf of petitioning groups of Federal Mogul Corp., Southfield, Mich., only some of the workers were found eligible to apply for adjustment assistance. Workers who produce **tapered roller bearings with an outside diameter of 4 inches or less** (except for use in aircraft parts) are eligible while those producing **other roller bearings** are not.

Section 337 (Unfair Import Competition) Cases: The Tariff Commission recently announced the initiation of a preliminary inquiry into alleged unfair methods of competition and unfair acts in the importation and sale of certain **fluid logic controls.** The complaint was filed by the ARO Corp. of Bryan, Ohio. The Commission will determine if the grounds exist for a full investigation, and if so, whether the Commission should recommend that the President issue a temporary exclusion order. The deadline for submission of information pertinent to the investigation is Nov. 29.

On the basis of submissions by interested parties, the Commission dismissed the preliminary inquiry instituted pursuant to a complaint filed on behalf of Pfizer Inc., New York, ,and Grigsby Barton, Inc. Rolling Meadows, Ill. **(dual in-line reed relays)**.

Dumping Cases: The Tariff Commission has concluded four investigations of articles previously determined by the Treasury Department to have been sold at less-than-fair value (LTFV). In one case, the Commission determined that an industry in the United States is likely to be injured by reason of LTFV imports from Canada of **elemental sulfur.** As a result, these imports will now be subject to special dumping duties. In the other three cases, the Commission notified the Secretary of the Treasury that U.S. industries are not sustaining injury by reason of LTFV sales of the following imports: **germanium point contact diodes** (Japan); **cold-rolled stainless-steel sheet and strip** (France); and **papermaking machinery and parts** (Sweden).

In other actions, the Commission has instituted three investigations of articles previously determined by the Treasury Department as being, or likely to be, sold at LTFV. The Commission will investigate the possibility of injury to domestic industry in connection with the following imports: **acrylonitrile-butadiene-styrene type of plastic resin** (in pellet and powder forms) from Japan; **metal punching machines** from Japan; and **primary lead metal** from Australia and Canada.

OTHER AGENCIES

Treasury—Dumping Cases: The Treasury Department has announced affirmative findings of less-than-fair value (LTFV) sales in investigations of **racing plates (aluminum horseshoes)** from Canada, **primary lead metal** from Canada and Australia, **metal punching machines** from Japan, **acrylonitrile-butadiene-styrene (ABS) plastic resin (in pellet and powder forms)** from Japan, and **iron and sponge iron powders** (excluding alloy powders) from Canada. These cases now will be referred to the Tariff Commission for a determination as to whether an American industry is being, or is likely to be, injured.

New investigations to determine if sales at LTFV are occurring have been initiated with respect to **nonpowered hand tools** from Japan and **photo albums** from Canada. Additionally, since the last Trade Briefs column (*Commerce Today*, Oct. 1, pages 34-37); Treasury has given notice of withholding of customs appraisement of plastic pistol-grip type **liquid sprayers** imported from Japan. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at LTFV.

In other activity, Treasury has announced that the investigations of alleged LTFV sales of **mandelic acid** from the United Kingdom and Japan, and of plastic pistol-grip type **liquid sprayers** from Korea have been tentatively discontinued. A notice of final discontinuance was issued with regard to the investigation on **upholstery spring wire** from Japan.

Commerce — Adjustment Assistance: The Commerce Department has announced that the Vermont Marble Co., Proctor, Vt., has been certified eligible to apply for adjustment assistance as provided by the Trade Expansion Act of 1962. The firm was found to be injured or threatened with injury by increased imports resulting from past trade concessions granted by the United States under the trade agreements program. Adjustment assistance may include technical, financial and tax assistance.

Labor—Adjustment Assistance: Approximately 400 former employees of two BGS Shoe Corp. plants in Manchester, N.H., who lost their jobs as a result of increased imports of **women's dress and casual shoes,** have been certified by the Labor Department as eligible to apply for trade adjustment assistance. The Tariff Commission, in its report to the President, had divided evenly on the question of whether the workers' unemployment resulted from increased imports due to trade agreement concessions. The Labor De-

partment certification follows a subsequent decision by President Nixon to accept the conclusions of those commissioners voting affirmatively.

International Trade Briefs

GATT Trade Negotiations Committee (TNC): The GATT TNC held its first meeting Oct. 24-26 in Geneva. The Committee has responsibility for elaborating and putting into effect detailed trade negotiations plans for the forthcoming multilateral trade negotiations as well as for organizing and supervising the negotiations.

The first item of business for the Committee, after choosing a chairman, was to consider a structure of subsidiary groups to begin the actual technical analysis required for the negotiations. The European Community would not agree to the structuring of proposed working groups because of its special concern over how agriculture is to be treated in the negotiations. There is now some indication that the EC may be softening its position and that GATT Director General Olivier Long, who is also Chairman of the TNC, will try to convene a meeting at a strictly technical level later this month to pursue discussions of particular topics. In that case, the first topic to be covered probably will be tropical products.

Door-To-Door Express Mail Service Offered To U.K. And Brazil

Door-to-door express delivery to destinations in the United Kingdom and Brazil is now available for packages weighing up to 50 pounds.

The U.S. International Express Mail Service enables American businessmen, on a contractual basis, to dispatch high-speed communications to all major cities in the United Kingdom and Brazil.

On a regularly scheduled basis, a postal driver arrives at your place of business at a designated time to pick up your urgent dispatch. He then takes it directly to the airport where a special agent transfers your dispatch to the next aircraft departing to the destination country. Upon arrival at the destination, your shipment is transferred by a special agent to a second driver who makes delivery to the addressee at a designated time.

In addition to the door-to-door service, U.S. firms can also select the airport-to-addressee service, under which they deliver the shipment to the airport themselves.

Contact the nearest major post office for details.

Business Impact Of Arab-Israeli Conflict Unclear

Although the Middle East conflict that began Oct. 6 has adversely affected many regular activities throughout the area, including a disruption of some trade channels, it is hoped that the cessation of current hostilities will quickly lead to a full-scale resumption of business pursuits.

It is obvious that U.S. commercial interests have been set back through much of the region. In addition to the reduction in oil shipments to the United States, contracts have been lost, business momentum slowed and third-country competition has intensified, along with reports of possible boycotts of U.S. goods and services.

In general, however, while it is much too early to assess the outlook for U.S. suppliers in what has been one of the world's fastest growing markets, there is some reason to feel that the current reversal will prove only temporary in its effects.

A U.S. Department-sponsored Joint Export Establishment Promotion (JEEP) on Food Handling and Processing Equipment scheduled for the Beirut Trade Center was held as planned (Oct. 8-12) and reports indicate that the show was an outstanding success. A Scientific Instrumentation Exhibition scheduled for Lebanon Dec. 11-14 as an off-site promotion at the American University of Beirut has remained fully booked and is scheduled to take place as originally planned.

Some Commerce trade promotion activities have had to be postponed. However, no cancellations have so far taken place. An Educational Equipment and Materials Trade Mission to Lebanon, Kuwait, United Arab Emirates and Saudi Arabia which was scheduled for Nov. 12-28 has been deferred until early in 1974. Similarly, Technology '73, the biennial Tel Aviv International Trade Fair, which was to have taken place Oct. 23-31 has been postponed by the Israeli authorities until after the first of the year. The United States is participating in the Fair with a major exhibition of instrumentation, power generating, materials handling and plant maintenance equipment and the outlook is for a highly successful show.

No pause in Iran

U.S. export promotion has continued without pause elsewhere in the Middle East. In Iran, which has not been involved in the Arab-Israeli war, a new U.S. Government-sponsored Trade Center in Tehran was officially opened by U.S. Department of Commerce Assistant Secretary Tilton H. Dobbin on Nov. 4 with an exhibition of Health Care Industries Equipment and Instruments featuring displays of the products of forty U.S. manufacturers. This trade center was established to take maximum advantage of opportunities for increased U.S. sales resulting from Iran's economic boom.

Trade Fairs, Centers

U.S. Exhibitors Can Sell At Seven Overseas Events

Manufacturers of seven widely diverse product groups are invited to display their wares at seven Commerce Department-sponsored foreign exhibits.

Livestock equipment and supplies: Italy. The U.S. Department of Commerce will sponsor a Joint Export Expansion Promotion (JEEP) at the prestigious Verona Agricultural Fair, March 17-24. This promotion is especially designed to assist U.S. manufacturers who are not currently selling in Italy to introduce their products and find agency or other business relationships through product displays at this Department of Commerce sponsored event.

The Verona Fair is one of Europe's leading agricultural fairs. Not only does it attract the paramount equipment wholesalers and retailers, farmers, and representatives of the cooperatives, but major government representatives also attend.

The U.S. Pavilion at the 1973 Fair attracted an estimated half million visitors.

Livestock production in Italy is estimated at more than $5.1 billion. The Italian Government's policy of assistance to agriculture has led to a rapid growth in the amount of agricultural machinery and equipment being used by the nation's farmers.

Germany ranks as Italy's leading supplier of this type of equipment, followed by the remainder of the EEC countries. The U.S. share of the market has been consistently low due to strong price competition and what heretofore was sufficient domestic industry. However, with the devaluations of the dollar and the revaluations of the German currency, the U.S. competitive position is regarded as the best it has ever been in the European market.

JEEPS are special efforts by the Commerce Department to attract new firms into exporting through setting up specific Trade Center shows for new-to-market exhibitors and defraying up to $300 of the cost of overseas promotional activities and up to $100 of the cost of shipping unsold items back to the U.S. or to another JEEP show. All this is in addition to the regular Trade Center services.

For details call Noel Negretti at 202-967-2434.

Advanced biomedical/biochemical equipment: Scandinavia. The Scandinavian market for these items is due to expand by more than 100 percent between 1971 and 1976, reaching a level of almost $110 million. Although Sweden's purchases should continue to lead the region with a projected $40 million total in 1976, the Finnish and Norwegian markets should grow more rapidly. Both are expected to increase by 150 percent during the period, Finland's rising to $30 million and Norway's to $25 million.

The U.S. Trade Center in Stockholm will assist U.S. suppliers in expanding their share of this vigorous market by staging INTERMED '74 from April 22-26.

The predicted increases will follow on the heels of already vigorous growth in recent years. For instance, the market for x-ray equipment, bolstered by demands from medical disciplines for more specialized apparatus for therapeutic purposes and the market for analytical instruments used in clinical and medical research, continues increasingly strong. A major factor underlying these projections is the increased interest in automated chemical analysis systems mainly because of a trend toward large, multi-client laboratories, plus greatly expanded building of new hospitals in all four Nordic countries.

Market research indicates that products with the best sales potential include central station intensive care systems, bedside intensive care systems, computer systems for electrocardiogram (EKG) recordkeeping, computer programs for EKG analysis, intracardiac catheters, nuclear equipment for diagnosing lung perfusion, positive pressure breathing apparatus, nebulizers, electroencephalographs, laser photocoagulators, cystic fibrosis analyzers, infant intensive care monitors (heart beat monitors), portable intensive care incubators, tent systems consisting of nebulizer, refrigeration unit and canopy, intermittent positive pressure resuscitation systems, and electronic tonometers, among others.

For details, call Bill Gaines at 202-967-4414.

Industrial process control and measuring instrumentation: France. There is a $330 million market in France for industrial process control and related equipment, with demand growing steadily as long range plans for industrialization and modernization are being effected. French producers do not have the capacity to satisfy it and, with the 20 percent appreciation of the franc versus the dollar this year, U.S. products have a price as well as a technological advantage over products of France's other major suppliers.

To assist U.S. firms in taking advantage of this unique opportunity to enter or increase sales in this dynamic market, the U.S. Department of Commerce is sponsoring an exhibition of industrial process controls, automatic regulation and control valves, and related data handling systems and accessories at the U.S. Trade Center in Paris, April 22-26.

The Government's Sixth Eco-

nomic and Social Plan (1971-75) stresses increased industrial investment, modernization of existing facilities, and rapid development of automation. It thus projects a considerable increase in consumption of process control instrumentation. Demand is forecasted to rise by 15-20 percent for automation equipment in general and 10 percent for process control equipment through 1974.

French producers, however, do not have the capacity to satisfy this market. Production increased 9 percent in 1970, but only 5 percent in 1971 and 5.5 percent in 1972.

Imports into France increased from 30 percent to 40 percent of apparent consumption between 1970 and 1972.

In most industries, testing and quality control systems, as opposed to individual instruments, are preferred. French buyers see this market continuing to grow rapidly, both in terms of quantity and quality, with the trend being toward sophisticated, computer controlled systems.

For details, call Bill Gaines at 202-967-4414.

Consumer goods: Japan. Already the leading foreign customer for U.S. consumer goods, Japan's purchases of these items could double in the 1973-75 period. The Japanese Government has identified the consumer goods area as a high volume market for U.S. suppliers. Japanese tastes are becoming increasingly "Westernized" and the country's workers now have more leisure time on their hands in which to indulge their desire for the "good life."

Former Japanese Ambassador Nobuhiko Ushiba emphasized the potential benefits when he said, "My government is now committed, as a matter of policy, to encourage American exports to Japan. The express purpose of this policy is to focus your attention upon the large and growing Japanese consumer market."

The U.S. Department of Commerce will help U.S. firms respond to this invitation by sponsoring an exhibit of American consumer items at the Osaka International Fair, April 23-May 6.

This lively interest in U.S. consumer goods has been well complemented by the advantageous pricing considerations brought about by the recent currency realignments between the yen and the dollar. The potential advantages to U.S. exporters accruing from these adjustments can be simply stated as follows: an item that cost a Japanese consumer Y 3,600 ($10) in 1971 could now be purchased for Y 2,500 (still $10), a 30 percent differential. U.S. manufacturers should, therefore re-examine their competitive position in light of these important developments. The myth that the Japanese are always able to undersell us is becoming even more untenable.

In addition to providing an excellent forum in which to display their goods, U.S. firms which participate in the Osaka International Fair will find it a fertile ground for meeting prospective agents, distributors, licensees, or joint venture partners.

For details, call Robert Levine at 202-967-4056.

Aircraft and aviation equipment: Australia. The U.S. Trade Center in Sydney will cooperate with the general aviation organizations of Australasia in sponsoring an April 26-30 general aviation exhibition and seminars at the Surfair International Hotel, Suncoast, Queensland.

The exhibition will include both static and demonstration display of all types of light and medium-sized aircraft (both fixed and rotary wing) and hovercraft, and an extensive indoor exhibition of general aviation equipment.

Leading experts from the United States and Australasia will conduct a top-level technical seminar on topics of keenest current interest to the aircraft owners, pilots and the general aviation industry of Australasia. The two-day seminar will be presented on April 26-27 (Friday-Saturday) and will be repeated on April 29-30 (Monday-Tuesday).

An aerial pageant will be staged on April 28. Except for this event, however, the exhibition and seminars will not cater to the non-flying public.

The exhibit will also feature a continuous showing of the latest aviation and aerospace films provided by NASA, FAA, manufacturers and airlines.

For details, contact John Klingelhut at 202-967-3876.

Cosmetic, pharmaceutical and food industries equipment: France. Revaluation has resulted in a more than 20 percent improvement in the competitive price position of U.S. goods on the French market, and vigorous real economic growth is expanding import openings as domestic industries fail to keep pace with surging demand. Expanding even faster than the national average, the cosmetic (18 percent), pharmaceutical (12 percent), and food (10-15 percent) industries are placing major strains on their productive capacities, and the U.S. Trade Center in Paris has scheduled a May 13-17 exhibit to help U.S. suppliers win the maximum share of these very promising markets.

Imports are expected to grow faster than the domestic industries themselves over the next few years. U.S. exports represent only around five percent of total French imports in these fields, leaving this lucrative market virtually untapped. However, U.S. equipment enjoys a technological edge, and is now also far more price-competitive.

The market thus presents enormous sales opportunities to U.S. manufacturers.

Lately, these three industries have been allocating only 8 percent of their expenditures to research; in the next few years, however,

independent testing laboratories are expected to be built around France to control and test current products and to assist in the research and development of new ones.

Potential French users have several preconceived notions concerning U.S. equipment. Many (especially in the pharmaceutical and cosmetics fields), feel that it is generally designed for greater production than required by the average French firm—thus making it unjustifiably expensive relative to the more limited performance and service needed.

For details call Dave Katz at 202-967-5229.

Metal surface finishing and treatment: Japan. The U.S. Trade Center in Tokyo will stage a May 20-25 exhibit of high-technology items for finishing and treating metal surfaces.

At present, the research and development capabilities of Japanese industry cannot cope with the mounting needs and requirements of end-users in the more advanced areas of finishing processes, especially plating processes, processes developed during the U.S. aerospace programs, and processes to coat foundry castings. Corrosion testing equipment and equipment for recovering chemicals and for reducing dirt and fumes is also of the highest interest to the Japanese.

Japan's metal surface treatment and finishing industry is concentrating on the requirements of the anti-pollution industry. Research is aimed toward developing suitable processes and products for that industry, thus manufacturers and end-users are very much interested in acquiring new technology and highly advanced engineering in this field from the United States.

The exhibit has been scheduled to coincide with Japan's Metal Finishing Show, to be held May 19-24 in Tokyo.

For details, call Bill Dawson at 202-967-4057.

Frankfurt Audio-Visual Show Yields Near-Record U.S. Sales

The mid-October exhibition of audio-visual systems and equipment at the U.S. Trade Center in Frankfurt yielded $3.3 million in immediate sales for the 20 manufacturers. This was the second highest off-the-floor sales volume in the Trade Center's history.

The new-to-market firms projected an additional $6.6 million in sales during the upcoming year as a result of participation in the show. Three companies reported as many as 400 and 500 sales leads each.

The Royal Sound Co. of Freeport, N.Y., which was new to the German market, had an outstanding record of immediate sales with its tape duplicating system, and predicted sales of $500,000 for the next 12 months. Mervin Dayan, President of Royal Sound, stated that apart from achieving his primary objective of participation (he signed one representative agreement and expects to complete five more), he was also able to penetrate new markets in the Arab-speaking countries of the Middle East as a result of this exhibition.

Accords signed

Of the 12 companies seeking representation in Germany and other European countries, two had signed agreements at the end of the exhibition; another 27 distributor, licensee or joint-venture-agreements are under negotiation.

Exhibitors commented that their exposure during this show considerably exceeded their expectations in comparison with other similar events. Some stated that for the first time, publicity efforts prior to the show had attracted the very important group of multiple distribution buyers whom they had not been able to meet before.

CLEARING IT UP—*Robert Farquhar, representing Farquhar Transparent Globes, demonstrates the use of one of his firm's grid globes to an interested teacher at the Frankfurt Trade Center's exhibit of audio-visual systems and equipment.*

CUSTOMER APPEAL—*Making the customer familiar with your product is half of the battle, and these two firms made the grade at PRINTEX '73 in Stockholm. At left, William C. Solomon of King Press has no trouble explaining his firm's web fed offset press, since the whole operation is spelled out in his Swedish customer's language. At right, Mergenthaler Linotype's display of phototypesetting equipment gave prospective buyers a chance to test the product.*

Stockholm Printing Show Finds Scandinavian Market Receptive

The printing and bookbinding exhibition, PRINTEX '73, held at the U.S. Trade Center for Scandinavia in Stockholm, produced off-the-floor sales of $1.2 million.

Twenty-three of the 35 exhibitors were strengthening their presence in the Scandinavian market, nine were new-to-market and three were new-to-export. Thirteen were seeking representation in Scandinavia and 27 agents/distributors were appointed during the exhibition. Another 24 agency agreements are expected to be signed in the following 12 months.

Alphatype Corp. of Skokie, Ill., a new-to-market company, reported off floor sales of $180,000 and a 12-month projection of $300,000 more. Donald Hase, vice president, stated the exhibition was "well conducted and professionally run and without doubt offered the most qualified assistance that I have ever experienced at similar events. The panel on selling in Sweden was also interesting, delightfully qualified and helpful." Alphatype looked over five candidates for representation in Scandinavia and expects to sign one or two shortly.

Harris-Intertype Corp. of Cleveland featured a large array of offset presses, a phototypesetter and binding equipment. They reported 100 new leads which should produce $1.8 million in sales over the next year. H. H. Tregonning of Harris-Intertype's British subsidiary stated that "the facilities provided by the Trade Center are excellent."

Mergenthaler Linotype of Plainview, N.Y., featured phototypesetting equipment with peripherals. Jack Konigsberg from Mergenthaler's home office was enthusiastic over his firm's success during the week: $200,000 floor sales and 12 month projection of $1 million. He stated that "the show has been tremendous for us. The Trade Center has done a great job in approaching the Scandinavian market. We had outstanding success in introducing our new product."

U.S. Exhibitors Welcome At U.K., German Events

U.S. aviation and photo industry firms can exhibit their products at two upcoming events:

Farnborough International 74, Sept. 2-8, Royal Aircraft Estab. Farnborough, Hampshire, England. Britain's leading aerospace show goes international for the first time this year. Write B. P. Mugford, Society of British Aerospace Companies, 29 King St., St. James's, London SW1Y 6RD.

PHOTOKINA, Sept. 27-Oct. 3, Cologne, Germany. Amateurs will no longer be admitted to this biennial event, which bills itself as the World Fair of Photography and attracted more than 80,000 "pros" in 1972. Write Messe und Austellungs Ges.m.b.H. Koln, 5 Koln 21, Postfach 210760.

Worldwide Business Outlook

Italian Economy Improves But Faces Uncertainties

The moderate improvement which occurred in the Italian economy during the first quarter of 1973 has been followed by a strong upswing in activity with increasing indications that the recession of 1971-1972 has been overcome. The Italian Government estimates that gross national product in 1973 will increase by 5 percent in real terms, representing a strong rise over real GNP growth in 1972 of 3.2 percent.

In spite of these improvements, which in large measure reflect a firming-up of domestic demand, the outlook for the Italian economy continues to be somewhat uncertain due to rising costs and doubts of Italian entrepreneurs regarding future political and economic trends, according to the U.S. Embassy in Rome.

The "centrist" coalition government headed by Premier Andreotti was replaced in July by a "center-left" coalition headed by Premier Rumor and including the Christian Democratic, Socialist, Social Democratic and Republican parties. The new government moved quickly in adopting a series of short-term measures aimed at combating inflation and consolidating economic growth.

Anti-inflation package

The government's anti-inflation package consisted of a partial price freeze on large-consumption food items and on certain industrial products, a limited rent freeze, the adoption of measures designed to reallocate bank credit from large to small and medium-sized firms in an effort to encourage investment, and tighter exchange controls to limit capital flight.

The government estimates that during 1973 GNP will rise by 5 percent in real terms (about 15-16 percent in current terms) with gross product in industry projected to rise by 7 percent. Private consumption also is expected to rise by 5 percent with the main stimulus provided by increased disposable income stemming from national wage contract settlements. Private investment is expected to rise by 4.5 percent, with most of the increase coming in the industry and service sectors.

The government estimates that GNP in 1974 will rise by 6 percent in real terms (14.5 percent in current terms) and gross product in industry by 8-9 percent.

Despite these possibly optimistic estimates regarding the performance of the Italian economy in 1973 and 1974, chances are good that economic growth in both years will equal or perhaps slightly exceed the annual average growth rate of nearly 5 percent achieved during the decade 1961-1971.

A major challenge

A major challenge to the Rumor Government concerns the inflationary effects of large budgetary cash deficits which will occur in 1973 and 1974. In addition, mounting pressures in Parliament for enactment of long-awaited social reform measures pose a further potential budgetary problem. The overall budgetary situation is further complicated by uncertainties regarding the revenue impact of the indirect (IVA) tax reform which was adopted on Jan. 1, 1973 and of the direct (income) tax reform scheduled to be adopted on Jan. 1, 1974.

Through the first half of 1973, monetary authorities continued to assure ample liquidity in the banking system and long-term interest rates remained fairly stable. In July, the Rumor Government adopted short-term credit measures designed to combat currency and inventory speculation, while at the same time encouraging banking credits to small and medium-sized firms at the expense of commercial, financial and consumer credit clients. In September the central bank discount rate was raised from 4.0 percent to 6.5 percent (with penalty rates of up to 9.5 percent) as an anti-cyclical measure, and short-term bank lending rates have turned upward. This has caused some concern in banking and financial circles about a credit squeeze.

Sustained upsurge

Industrial production in August registered a gain of 13.6 percent compared with August 1972, and a gain of 6.9 percent during the first 8 months of this year compared with the similar 1972 period. The increase in industrial production during 1973 is attributable in part to a sustained upsurge in output in the key metal-mechanical sector following the conclusion of wage negotiations in April.

Prices have risen at a very rapid rate this year, reflecting higher world commodity prices, devaluation of the lira and adoption of the value-added tax on Jan. 1. In August the cost of living index was 11.1 percent above August 1972. (The 1973 GNP deflator is expected to rise by 10-11 percent.) However, recent data for July and August indicate that the 90-day price freeze (effective partly at mid-July and partly as of end-June) has been partially successful in stemming price rises which earlier this year placed Italy in the forefront of industrialized countries experiencing the greatest rate of inflation.

Employment in July improved by 305,000 units over July 1972 and reflects strong activity in the service sector and, to a lesser extent, in the industrial sector. As a consequence of these employment gains, the unemployment rate in

July declined to 3.1 percent of the work force, compared with 3.8 percent in July 1972.

With the signing of national wage contracts in the metal-mechanical and textile sectors, and the conclusion of wage agreements affecting government workers, there is hope that the labor front will remain calm. During the past year, however, strong price inflation has eroded part of the wage gains of labor. The extent to which labor peace will be maintained, therefore, will depend upon the success of government efforts to contain inflation as labor unions await further evidence of positive results from the government's price control measures before deciding on future wage bargaining tactics.

Through August imports (customs data) rose by 30.7 percent over the comparable 1972 period, while exports were up only 13.6 percent. The rapid rise in imports in 1973 reflects a firming up of domestic demand stemming from wage contract settlements and continued strong increases in domestic prices.

U.S. advantage continues

The decision of the Italian Government to "float" the lira independently of other EC currencies and the creation in Italy of a dual exchange market have resulted in an effective weighted devaluation of the "commercial" lira against all other currencies of about 12 percent since the February dollar devaluation. Consequently, U.S. exporters should continue to enjoy a competitive advantage in Italy against other European exporters. On the other hand, the lira devaluation has partly offset the competitive advantage of U.S. goods against Italian goods both in Italy and in third markets.

The overall balance of payments has been weak this year due to the worsening of the trade balance and of the current account in general. However, massive Euromarket borrowing has kept the global deficit within tolerable limits (deficit of about $650 million through August).

LITTON ITALIA PLANT NEAR ROME—*Italian Government efforts to encourage industrial investment are opening up new business opportunities for American firms.*

The Italian Government remains strongly committed to policies of encouraging industrial development, especially in the economically-depressed areas of the south, and will continue to give very high priority to fostering economic growth, more industrial investment and job creation. At the same time, pressures will continue to mount in Parliament for the enactment of long-awaited social reforms of schools and universities, housing and health services. As the government addresses itself to solving these problems, increasing sales possibilities should open up for U.S. firms.

Reserving the negative trend of the past year, the U.S. balance of trade with Italy for the first six months of 1973 (customs data with imports c.i.f.), show a surplus in favor of the United States amounting to 103.1 billion lire ($177 million). Italian trade statistics cite imports from the United States as totalling 615.6 billion lire while shipments to the United States were valued at 512.5 billion. Compared with the corresponding 1972 period, Italy's purchases from the United States during January-June 1973 rose by 25.7 percent.

Of significance is the fact that the U.S. share of total Italian imports registered the first increase since 1968 (8.6 percent as against 8.3 percent for 1972). Preliminary commodity data indicate export gains for agricultural products, raw materials and some manufactures.

Most observers agree that the economy is now expanding at a fairly rapid rate across a broad economic base after the recession of 1970-1972. However, inflation has become a serious problem.

Favorable factors

Should the present trend continue, as it is expected to do at least into 1974, prospects are good that the U.S. trade position will continue to improve over the medium-term. Although the dollar has been devalued less against the lira than against most other major currencies, Embassy business contacts cite the improved price competitiveness of American products as an important factor favoring growing Italian imports from the United States.

The Embassy and Consular posts have gathered considerable evidence that the Italian market, in a number of commodity lines, will expand over the next several years. Trade circles predict major investment developments in several industrial sectors and anticipate a rise in imports due to sustained internal demand. Continued efforts

LISTENING TO ITALIAN BUYERS—*Larry Huggins (right), sales manager for Statham Instruments, listens to product needs outlined by one of many Italian industrialists who visited this June show at the U.S. Trade Center in Milan.*

to modernize Italy's industrial base suggest promising opportunities for American exporters of a wide array of technologically advanced equipment.

Significant investment plans have been announced for the next several years in food processing and packaging. Alimonti, of the Montedison conglomerate, plans to invest $69 million over the next five years; IRI's holding company Motta has earmarked $28 million for plant expansion; and planned development projects of other enterprises support the need for new process equipment and machinery. In this field the United States has a lead in concepts and application of new processes and American equipment continues to enjoy a high reputation.

Product groups which should do well include wine bottling equipment; bottle filling machines; cheese molding equipment; meat grinders; cooling machines for the dairy industry; filling, wrapping and labelling equipment for butter and cheese; and automatic canning and packaging equipment for meats and fish. The U.S. Trade Center in Milan held an exhibition in October to exploit market opportunities for these products. The result of this trade promotion event seems to confirm the high salability of products listed.

The Consulate at Genoa reports that there is very strong potential demand stimulating boat construction and creating demand for advanced materials, instrumentation and boat accessories. Most of the instrumentation and sophisticated accessories are of foreign origin. The American trademark carries high prestige. Innovative products, prompt delivery and parts availability play an important role in marketing. To maximize sales the Consulate in Genoa advises that U.S. exporters use care in selecting agents to avoid needlessly high retail prices for their products.

Steadily expanding sales

Continued growth in the communications sector provides a solid case for exploitation. Local producers seeking to attain competitive quality and price benefit by investing in highly sophisticated American products. Communications equipment sales have been expanding steadily despite general industrial sluggishness during the past 2-3 years. In this fast-changing technological area, communication manufacturers provide a highly suitable and appreciative clientele for American production and testing equipment.

Labor-saving equipment, particularly microwave test equipment and oscilloscopes, should offer some appeal in the face of growing Italian wage levels. Automatic circuit testing equipment, digital multimeters and voltmeters and transistor and integrated circuit testing equipment also offer sales potential.

Escalation of labor costs calls for labor-saving automation and demand for this equipment over the next several years will be particularly strong. American industrial control and measuring instrumentation has a high potential for incremental export sales to Italy, according to the Consulate General in Milan. Advanced instruments of all types produced by U.S. industry appear to have little competition. Specific products which would enjoy maximum acceptance if promoted are: indicators, recorders, controllers and transmitters for the process industries; temperature, pressure, flow and liquid level measuring devices; and viscosity density and specific gravity instruments.

Industrial assembly equipment also is becoming more and more attractive because of rising labor costs. Industry seeks efficiency in production and higher productivity. Special advanced items, novel means of application and new technology afford an advantage to U.S. industry. Among products warranting promotion are; special sealants and adhesives, specialty fasteners, quality hand tools, soldering equipment, automatic assembly equipment, pneumatic tools and specialized welders.

Additionally. it has been learned from past U.S. promotions in Italy that there is an excellent market for computers.

The recent announcement by the Administration of Italian State Railways that it will invest in 1974 approximately $300 million for new equipment is among significant planned investments with foreign trade implications. Also, the government has just announced that it has earmarked in the budget for calendar 1974 170 billion lire (about $220 million) for improvement of airport facilities.

Mexican Pace Moderates; U.S. Sales Up 40 Percent

U.S. sales to Mexico jumped 40.1 percent to $1.27 billion during the first six months of this year over the same period in 1972. The American Embassy there expects Mexican imports from the United States to continue at a high level as the economy's strong growth in 1972 and the early months of this year moderates somewhat during the balance of 1973 and into 1974.

Fields open to exporters

The Mexican Government is giving more emphasis to improved standards in manufacturing, and as a result Mexican industry is deeply interested in obtaining capital goods capable of high-quality production, as well as sophisticated equipment for material testing and quality control. Another field open to U.S. exporters is packing and packaging control, as the Mexican Government makes further efforts to establish basic standards and regulations in that area.

It is also noteworthy that Mexican Government officials have recently indicated that there would be some relaxation of import restrictions on certain semi-manufactured items, raw materials, and even some consumer goods in an effort to combat inflation in Mexico.

The construction industry offers a fertile field for export sales. It is one of the fastest-growing sectors in the Mexican economy, and is in need of U.S.-manufactured construction equipment. Other possible areas of concentration for the potential exporter are telecommunications, aircraft, petrochemicals, and power generating and transmission equipment.

In the broad range of manufactured goods and raw materials, the U.S. exporter has the advantage of increased price competitiveness due to recent monetary fluctuations, more rapid delivery of equipment and replacement parts, and the tradition of high quality generally enjoyed by U.S. products sold in Mexico.

All these factors should combine to continue to make Mexico one of our most important export markets.

The growth of Mexico's gross domestic product was 7.5 percent in real terms during 1972, according to a report just released by the Banco de Mexico (central bank). Growth is expected to slow down somewhat as the Mexican Government applies selective monetary and fiscal policies designed to curb growing inflationary pressures.

Growth rate forecast

As a result of this, and such other factors as reduced private sector investment in new plants and equipment, the 1973 growth rate is expected to fall somewhat below the 1972 level, and will probably be in the 7 percent range. If, as expected, tighter governmental monetary and fiscal policies persist, and private sector investment remains weak, then an even slower growth rate, perhaps in the 6.5 percent range, can be expected in 1974.

Manufacturing grew by 11.7 percent during the period from August 1972 through July 1973, and the construction industry grew by 18.1 percent in the same 12-month period. Other sectors are not faring so well, with agricultural production reported by the central bank to have declined by 1.8 percent during 1972.

Prospects for the 1973/74 agriculture crop, however, are improved over last year, with Mexicans expecting a bumper corn crop, good yields of wheat and sorghum, and increasing exports of winter fruits and vegetables to the United States. Cotton, Mexico's leading foreign exchange earner, is expected to do less well.

Actual production of minerals decreased by 1.5 percent during 1972, although rising prices enabled the minerals sector to show an increase of 6.9 percent in value of production last year. Mining, as measured by value of production, grew by 7.6 percent in the period from August 1972 through July 1973. Private mining interests in Mexico have been undertaking new projects on a rather modest scale, but the Mexican Government has been playing an ever-increasing investment and ownership role in the mining sector.

Petroleos Mexicanos (PEMEX—the state petroleum monopoly) has failed to keep pace in exploration and field production with growing domestic demand in Mexico. Production of crude oil last year increased by 7.4 percent, while domestic demand grew by almost 9 percent. As a result, imports of crude and some refined products have grown rapidly in 1972 and so far in 1973. Imports are likely to remain substantial well into 1974.

Two leading indicators show that the rate of inflation has increased significantly during the

READIED FOR SHIPMENT—*A workman seals important parts of the motor as a truck comes off the assembly line of one of Mexico's automotive complexes.*

SALES TECHNIQUE — *Francisco Pallach (center), sales manager for Curtin de Mexico, talks with visitors at a recent Mexico City Trade Center show featuring air and water pollution control goods.*

first six months of this year. The Mexico City Wholesale Price Index rose at an average monthly rate of 1.6 percent (as compared with 0.4 percent for January-June 1972), while the National Consumer Price Index average monthly rise was 1.1 percent (as compared with 0.5 percent for the same period last year).

Sizable increase in wages for Mexican workers recently agreed upon are expected further to increase consumer demand, as well as to raise labor costs, making efforts to hold the price line most difficult in many industries. The results of the government's anti-inflationary program have yet to be seen, but should become apparent in coming months.

The Mexican foreign trade deficit of $1.1 billion in 1972 will almost certainly be exceeded this year. First quarter figures from the Banco de Mexico show a deficit of $284 million, and unofficial sources report Mexico's trade deficit through July as being almost $820 million. These unofficial figures show exports of $1.34 billion and imports of $2.16 billion through the first seven months of this year.

Despite the fact that Mexico's exports continue to rise, with an increase of 23.1 percent last year, a rate which is apparently being maintained in 1973, imports are climbing even faster to meet growing Mexican demand, particularly for capital goods and certain agricultural commodities. Imports by Mexico's public sector continue to account for about one-fourth of the total.

Mexico's net international reserve position, which had grown slowly through the first months of 1973, apparently suffered a decline in May and early June, but recovered in July and August. The loss of foreign exchange was attributable to Mexico's substantial balance of trade deficit, and to the flight of highly-liquid funds to the relatively more attractive Eurodollar market. This loss has on balance this year been largely offset by long-term capital borrowing, and substantial revenues from tourism as well as border transactions.

Faced with the stiff competition from interest rates offered in the Eurodollar market and in some U.S. securities, the Mexican central bank in June took steps to increase interest rates offered by Mexican financial institutions. The measures taken have had some favorable effect on capital flow, but there is some talk at present of raising interest rates even further to meet world competition.

Mood of uncertainty

Recent events in Mexico have cast a small cloud over the mood of Mexican and foreign businessmen and investors. The assassination of a leading Monterrey businessman in September, the kidnapping and assassination of a prominent industrialist in Guadalajara in October, as well as several other kidnappings, have tended to create, at least among some businessmen, a mood of unease and uncertainty. While this mood is expected to pass, assuming that terrorist activities do not increase in scope and frequency, it appears at present to be affecting private sector confidence.

For the potential foreign investor, the situation is further complicated by the fact that the administration of Mexico's new Foreign Investment Law which went into effect on May 9 of this year is having growing pains, and the procedures for obtaining approval of proposed investments are not yet fully clear. The deadline for persons and firms required to register with the National Registry of Foreign Investment has been set at Jan. 18, 1974.

The net result of the above factors seems to have been the adoption by the business and financial community of an attitude of careful watchfulness.

Easy and economical

The U.S. Trade Center in downtown Mexico City provides an easy and economical means for a U.S. company to display its products in Mexico. The Mexican Government has granted the Trade Center the status of a bonded warehouse, so a U.S. company may ship its products directly to the Trade Center for display without passing through normal customs formalities.

The Trade Center's schedule of major exhibitions during the first six months of 1974 includes: January—Meat, Fish and Poultry Processing Equipment; March—Textile Machinery and Equipment; March—Chemical and Petrochemical Processing Equipment; April—Audio Visual Equipment; May—Industrial Security Equipment; May—Equipment for the Food Industry; and June—Telecommunications Equipment.

During the periods between these exhibitions, the facilities of the Trade Center are available free of charge to U.S. firms or their Mexican agents for exhibitions or conferences. In the past 12 months more than 400 U.S. companies have displayed and promoted their products at the Trade Center.

U.S.-Yugoslav Business On The Rise; Outlook Is For Continued Expansion

U.S. sales and investments in Yugoslavia are on the rise and the outlook is for continued expansion. U.S. exports to Yugoslavia totaled $97 million in the first six months of 1973, up 20 percent over the same period in 1972. U.S. capital investment (actual and proposed) to date amounts to approximately $17 million, up from only $3.5 million less than a year ago, adds the U.S. Embassy in Belgrade.

Yugoslavia's trade deficit widened during the first half of 1973 to $773 million, a rise of 110 percent over the comparable period in 1972. Yugoslavia's exports rose 13 percent; imports were up by 38 percent.

The rise in value of imports reflected a substantial increase in world commodity prices for raw materials and semi-manufactured products and a liberalization of imports to hold the line on domestic price increases and to stimulate the competitiveness of Yugoslav industry.

Record receipts

Record invisible receipts are expected in 1973. During the first seven months, the key invisible inflows — tourism and workers' remittances — totaled $982 million, $274 million above the same period in 1972. By July, gold and foreign exchange reserves increased to $1.1 billion, compared to $886 million at the end of 1972.

Industrial production rose 5 percent between December 1972 and June 1973; however, the increase was below the overall 1972 increase of 8 percent and masks some wide sectoral variations. The tobacco, rubber, shipbuilding and electric industries registered gains in production from 8 to 33 percent, while the production of food and building materials declined by 6 percent and 5 percent, respectively.

Despite the slowdown in overall production, price increases remain Yugoslavia's most vexing problem. The steepest price rises occurred in the agricultural sector, spurred by the spiraling world demand for meat.

Despite a price freeze in force from Feb. 15 to June 30, prices increased overall by 16 percent and the cost of living to 21 percent in the first half of 1973. Yugoslav economists expect prices for the year to rise 20 percent compared to 16 percent in 1972.

Laws were enacted

At the beginning of the year, laws were enacted requiring compulsory reorganization of firms with unpaid debts or uncovered investments. Firms failing to reorganize were subject to bankruptcy proceedings. These measures have proved effective against the perennial Yugoslav problem of illiquidity, or cash flow shortage. Also, the government has moved to increase funds available for investment and working capital and to direct more funds to the productive sector.

As a result of this combination of measures, the number of firms with blocked funds fell from 1,565 in December 1972 to 494 by June 30, by which date the total liabilities of Yugoslav enterprises had decreased to $400 million from $2.35 billion in mid-1972. Indications are that the liquidity position of banks and enterprise might show continued improvement.

For the remainder of 1973, the government will focus on the problem of the continuing price spiral and lagging investment rates in the productive sector. In order to encourage investment and to dampen the inflationary effects of lifting the price freeze, the government has allocated an additional $280 million in foreign exchange for increased imports of raw materials, semi-manufactures and consumer goods.

Government efforts to encourage further investment in high priority production and infrastructure fields include measures that permit postponement of customs duties on equipment imports for the electrical energy, transportation, coal, oil, gas, cement, non-ferrous metals, and basic chemicals sectors.

Food shortfalls

Food shortfalls this summer heightened attention towards lagging investment and low productivity in the primarily (85 percent) privately-owned agricultural sector.

In June, the government announced an inter-republic agreement calling for priority investment through 1975 in the agriculture sector. Similar agreements are expected for energy, transportation, basic chemicals, the metallurgical industry, mining and tourism.

The Yugoslav Government continues to encourage joint ventures,

YUGOSLAV SCENE — *Receipts from tourism have risen substantially this year. Above, bridge over Tara River.*

whereby the foreign investor may control up to 49 percent of a joint enterprise and enjoys special privileges with regard to earnings retention, profit repatriation, etc. As of September, 90 joint enterprises had been formed, resulting in a total foreign investment capital inflow of $163 million.

The Overseas Private Investment Corporation is now authorized to guarantee U.S. investments in Yugoslavia.

The traditional breakdown in the composition of Yugoslav imports is 63 percent industrial materials (i.e., raw materials and semimanufactures, driving fuels and finished products used in further production), 21 percent capital goods and 16 percent consumer goods. As a result of the dollar devaluation, there is increased demand for U.S. goods in each of these three major categories.

Expanding markets

U.S. suppliers of industrial materials can expect increased sales opportunities in the following large Yugoslav markets: nitrogen function compounds, organic-inorganic compounds, synthetic organic dyes, paints and varnishes, chemical potassic fertilizers, polymerized plastics, synthetic fibre, yarn, washed copper bars and wire, unwrought aluminum alloys and borate.

U.S. consumer goods, scarcely familiar to the Yugoslav public, retain an appealing mystique. Recent government moves to liberalize imports of consumer goods can be expected to increase American sales. Yugoslavia's first in-store promotion, now scheduled for May 1974, is a major effort to capitalize on the new liberalization measures.

Undoubtedly, the area in which the prospects for increased sales of U.S. goods are brightest is capital goods. Yugoslav businessmen have considerable respect for U.S. technology. With American machinery now in the range of his pocketbook, the Yugoslav businessman can be expected to exercise his preference for U.S. machinery, particularly that of a sophisticated nature. Much depends on competitive financing; and, in this regard, Eximbank has proven to be very competitive with European banks.

Where sales can be made

Electrical Power Production and Distribution Equipment: Yugoslav output of electricity in 1973 is expected to total 36 billion KWH, with a shortfall below requirements of 2 billion KWH. This shortfall will climb to 3 billion KWH in 1974 and 5 billion KWH in 1975. In addition, Yugoslavia's requirements for electric energy are expected to increase to 60 billion KWH by 1980 and 120 billion KWH in 1990. To meet these increased needs new thermal, nuclear and hydro-electric power plants are being planned, or are in the discussion stage, for all regions of the country. Yugoslav officials estimate that every dollar invested in the construction of power plants will be matched by another invested in improving the transmission network and, perhaps, one more in distribution. This enormous expansion will provide major opportunities for American investment managers, bankers, and electric equipment managers.

Mining and Foundry Equipment: The Yugoslav iron and steel industry plans to increase production through a modernization and expansion program that will include construction of new plants, rolling mills, etc. Similar plans exist to exploit Yugoslavia's deposits of copper and nickel ore. These plans call for importation of heavy mining equipment as well as equipment for plants. Yugoslav enterprises in this field look toward joint venture arrangements with U.S. companies and the importation of U.S. technology and equipment.

Pulp and Paper Processing: The Yugoslav pulp and paper industry is comprised of 30 pulp and paper factories, eight factories for packing paper products and six cardboard factories. Several projects are in the planning stage for construction of very large factories. Yugoslav planners are interested in foreign equipment and technology and would also be interested in receiving "turnkey" proposals.

Biomedical Equipment: Yugoslavia is one of the fastest growing markets for biomedical equipment in Europe. The country's continuing efforts to increase hospital bed capacity should generate a 20 percent average annual increase until 1976, by which time the market is projected to total $30 million annually. Sales prospects exist for medical instruments, radiological equipment, medical analytical instruments and respiratory appliances.

Pollution and the Environment: By general agreement, the U.S.-sponsored show on this theme was a highlight of this year's Zagreb Fall Fair, traditionally the country's most prestigious trade fair. Interest continues in air pollution measuring devices. A very lively response on the part of potential purchasers indicates the seriousness with which Yugoslavs view the problem of pollution, and their interest in curbing it.

Food Processing and Packaging: The continued expansion of Yugoslavia's large meat and dairy industries presents U.S. suppliers with sales opportunities for meat processing machinery, dairy machinery, refrigeration equipment and automated feeding equipment. U.S. sales to the packaging industry are limited only by the initiative of American manufacturers. Yugoslav consumers continue to demand convenience foods and more attractive display items and, in large cities, are accepting well-equipped supermarkets as the modern alternative to specialty stores and open markets. The enthusiastic welcome given in Yugoslavia to a Food Processing and Packaging Trade Mission this year is evidence of the market for this equipment.

Guatemala Offers Fresh Attractions To Suppliers Seeking New Outlets

A combination of two factors has greatly increased the attractiveness of Guatemala as a market for U.S. goods, according to the U.S. Embassy there.

First, an export boom led by high commodity prices is fueling rapid overall economic growth and creating increased demand for agricultural machinery, insecticides and related equipment. Second, the U.S. currency devaluation in February has given the United States a much improved competitive position in a wide variety of goods, opening a strong possibility that the declining trend of the past several years in the U.S. share of the Guatemalan market will be reversed in 1973.

Bigger share is needed

Improved sales will have to come primarily from a bettering of the U.S. market share through increased competitiveness and more active sales efforts, since it is likely that total imports will continue to grow at only a moderate pace. This is true primarily because a continued low level of private investment, particularly foreign investment, retards the growth of intermediate and capital goods imports and because patterns of income distribution are such that the rapid increase in export income has not been translated into a significant local personal consumption boom.

These minor restraints notwithstanding, opportunities abound in both the private and public sectors. The government's investment in its Five-Year Development Plan is accelerating this year. Important investments will be made to upgrade both the economic and social infrastructure of the country, particularly in rural areas.

The largest sales opportunities related to the public sector are in agriculture and health. In agriculture, the government's efforts are directed mainly toward improvement of small-scale agricultural production for domestic consumption. In conjunction with AID and other international financial agencies, the government has under way major projects for irrigation systems, grain silo construction and agricultural marketing stations and storage areas throughout the country. Substantial funds for small agricultural credit will be available from AID and IDB, much of which will go for machinery purchases. Demand for fertilizer is also expected to increase.

Private sector demand in the agricultural area is complementary to that stimulated by public sector inputs. With expansion of cotton production and generally high prices prevailing in other commodities, there will be increased demand for insecticides, sprayers, large horsepower tractors and related equipment.

Some sales of U.S.-manufactured coffee dryers have also been made recently, breaking into a traditional European-held market. The continuing need for renovation and modernization of equipment in the major agricultural processing industries (cotton, sugar, coffee, meat) provide continuing opportunities which should not be overlooked by suppliers of such equipment.

In the health sector

In the health sector, more than $10 million is currently available for construction and furnishing of health centers and hospitals throughout the country as well as renovation of Guatemala City's major San Juan de Dios Hospital. In a more indirect health-related area, over $25 million will be spent in the next few years on potable water and sewerage projects both in the capital and in provincial areas.

A variety of important economic infrastructure projects will also provide handsome opportunities for exporters and engineering and construction firms over the next

AT A U.S. SUBSIDIARY IN GUATEMALA—*U.S. equipment is newly competitive in Guatemala. Above, a subsidiary of the Stanley Works, New Britain, Conn.*

several years. Two of the most notable programs, still in early planning stages, are construction of a new, modern shipping port on the Pacific Coast and construction of a broad superhighway connecting the south coast city of Escuintla with Guatemala City.

Guatemala will continue expand- its power generating capacity. Plans for the latter include a large, several-staged project for hydroelectric power generation on the Chixoy River, which will have an eventual capacity of 240,000 to 350,000 KW.

Numerous road construction projects are under consideration, particularly for the northern and eastern parts of the country, which are presently the least developed and least integrated into the economic life of the country as a whole. Finally, school construction activities may be expected to continue at a fairly high level over the medium-term.

Private sector opportunities have brightened considerably since the February devaluation. For the first time in years, major importers of both industrial and consumer goods are seriously investigating U.S. suppliers, seeking quotations and samples and planning trips to the United States to uncover new or forgotten sources of supply.

Edge in price, quality

Importers of fine textiles tell the Embassy they can no longer afford to stock most European materials. Textile manufacturers are seeking U.S. dyes, synthetic yarns and in some cases machinery. One major office furniture manufacturer has switched his sheet steel purchases from Japan to the United States. Local retailers of office machinery and consumer hard goods, particularly televisions and stereos, say that many U.S. products have regained a competitive edge, in price as well as quality.

The extent to which this substantially improved competitive position is translated into a reversal of the gradually eroding U.S. trade position in Guatemala will depend upon whether U.S. suppliers believe the market worth the close attention needed in order to operate successfully.

A whole new area of opportunity may be opening up with the extremely rapid growth in tourism over the past year. Guatemala has long been recognized for its tourist attractions in terms of climate, people and natural beauty. This combination of attractions is now drawing ever increasing numbers of tourists, already taxing existing facilities. One new luxury hotel opened last year and a major U.S. chain is presently expanding and renovating existing facilities. Chances are good that the coming year will see new investments in tourist facilities, with consequent demand for hotel and restaurant equipment, airconditioning and perhaps some specialized construction materials.

More big projects

The construction industry has strengthened considerably in the past six months with current indicators showing a relative increase in large projects of greater interest to U.S. exporters. The first major all-steel structure in Guatemala is now being constructed by the Government to house the Ministry of Finance. Should this lead to greater acceptance of steel construction in high-rise buildings, the demand for structural steel will rise appreciably. High-rise commercial and apartment buildings as well as shopping centers continue to be built at a rapid pace.

A final area of potential rapid growth is in petroleum exploration and mining. One U.S.-European consortium is carrying on active exploration in the northwest portion of the country and the government reports that some 19 other petroleum companies are seeking operating contracts, particularly for exploration rights in the largely underdeveloped Peten area.

Progress on the long-awaited INCO nickel project on Lake Izabal has been good and there are expectations that construction will begin this year. Successful initiation of this large-scale mining and refinery operation, in addition to the equipment sales it will generate in itself, should stimulate greater interest in Guatemala's mining development by financing small private mining activities.

Some increased interest

New foreign investment activity has been relatively scarce since the advent of serious Common Market problems in late 1970. It is likely that in most CACM-oriented industries, this condition is likely to be maintained over the short-term. However, the Embassy has noted some increased interest in investment with an extra-regional orientation, specifically in the fields of agriculturally-based export industry and tourism. U.S. investors have been examining Guatemala closely as a potential supplier of fresh flowers, fresh and processed fruits and vegetables and more traditional items such as beef.

The Guatemalan Government is anxious to attract new foreign investment, particularly projects with high export potential.

In addition to creating a well-staffed national export promotion center last year, the government has now established a national industrial financing corporation, CORFINA, whose purpose is to assist, either through loans or equity participation, in development of new industry.

One further piece of legislation aimed at encouraging foreign investment is the creation of a free-port adjacent to the modern Atlantic port of Santo Tomás de Castilla. The law will provide substantial tax benefits to industries and assembly operations established in the free zone.

Morocco Embarks On Bold Program To Change Structure Of Economy

Morocco is embarking on a bold program to stimulate rapid growth while reducing foreign control in key sectors of the economy.

The government hopes to accomplish this with a newly-introduced policy package consisting of (1) a Five-Year 1973-77 Development Plan far more ambitious in its goals than earlier envisaged; (2) a new set of codes governing incentives for investment in industry, handicrafts, tourism, shipping, and mining; (3) stipulation of economic activities requiring "Moroccanization," i.e. a minimum level of Moroccan ownership and control; (4) expropriation of all foreign-owned agricultural lands still remaining in the country.

The year 1973 has thus been one of transition, continues the U.S. Embassy in Rabat. Investment and government spending have stagnated. These factors, combined with an adverse cereals harvest, will reduce real GNP growth to about 2 percent. Activity should accelerate in 1974 as implementation of the plan gets into high gear. The recovery's extent and pace will depend on improved agricultural production and restored business confidence.

Various price pressures

Various pressures threaten to introduce serious inflation into Morocco for the first time since independence. World commodity prices are burgeoning, and the new plan's execution will strain the country's resources. At the same time, the balance of payments, currently strong, could go into deficit in 1974 as a result of a growing import bill and other factors.

These developments have important trade and investment implications for the United States. The United States has been Morocco's second most important foreign supplier (after France) with an 8 percent share of the market in 1972. Last year, U.S. exports to Morocco totaled $58.7 million, as compared with the $10.4 million value of Moroccan shipments to the American market.

U.S. exports of agricultural commodities will probably be down in 1974 because of supply factors. The prospects for increased sales of U.S. equipment are, however, excellent. Successive devaluations of the dollar, which have reduced its value against the dirham by 20 percent, have made U.S. goods more competitive in many lines.

In this framework, American exporters can benefit from substantial new Moroccan demand for capital goods as plan projects get under way.

Put the emphasis here

Sectors which should receive particular emphasis in U.S. marketing efforts include the following:

► Mining and Minerals Processing: The National Phosphate Office (OCP) plans to spend over $300 million in the next five years on new and existing phosphate mines and processing facilities. U.S. suppliers have sold OCP large quantities of equipment in the past, including draglines, heavy trucks and processing machinery.

In addition, the plan calls for improvements at other types of mines, particularly the Jerada coal mine, and construction of new lead and copper refineries.

► Transportation: In the 1973-1977 period, the Moroccan Government envisions the purchase of new locomotives and rolling stock costing $55 million; 13 ships valued at $82 million; and 3-4 jet airliners totaling $40 million. It will also renew part of the country's internal truck and bus fleet and spend $11 million for aeronautical and meteorological equipment.

Finally, construction of a new terminal at Casablanca international airport, already in progress, will require $2.3 million in special baggage and passenger-handling facilities.

► Infrastructure: Large-scale construction projects now on the drawing board include two gas and two oil thermal generating plants (total cost $136 million), a port at Nador, a gas pipeline from Algeria, dam and flood control works (worth $70 million), expanded telecommunications facilities ($85 million), and an expanded water distribution network ($230 million).

Expansion of the Mohammedia oil refinery will involve private/public expenditure of about $136 million. In addition, there will be a continuing demand for heavy earth-moving and road-building equipment to maintain and expand Morocco's road system.

► Industrial Engineering: The government itself and semi-public entities intend to undertake a number of important industrial projects comprising large chemical plants (phosphoric acid, chloric soda/PVC, and superphosphates), a sugar mill and two sugar refineries, a one million ton a year cement factory (in cooperation with Algeria), automobile and utility vehicle parts facilities, and a number of food processing plants.

► Health and Education: The sizable increases programmed in the social infrastructure area should afford many opportunities for suppliers of construction engineering services and special equipment for schools and hospitals.

► Agriculture: Total Moroccan spending on agricultural development is scheduled to increase 45 percent over the next five years, a program which will swell orders of large farm machinery, irrigation equipment and fertilizers. The government is also planning to purchase breeding cattle valued at $2 million.

In taking advantage of these plan projects, U.S. exporters ben-

DOWNTOWN CASABLANCA—*The Moroccan Government has initiated a bold program that may give the country a new look and expand its markets in the seventies.*

efit from special facilities such as the Export-Import Bank cooperative financing arrangement with the *Banque Marocaine de Commerce Exterieur* (BMCE). They can also export certain specified commodities to Morocco using credits provided by the $10 million agricultural sector loan recently signed by the United States and Moroccan governments.

Another key element

Aside from the new five-year plan, a key element in the Moroccan Government's new economic policy package is the Moroccanization of certain sectors of the economy and the seizure of foreign-owned lands.

In March and May, the government issued decrees defining Moroccanization requirements. They state that businesses in certain fields must have 50 percent of their capital held by Moroccans and that a majority of their boards of directors and their board chairman must be Moroccan.

The activities specified fall on two lists. One group must Moroccanize by May 31, 1974. It includes companies in foreign and domestic trade, advertising, real estate, construction and some light industry, as well as travel and shipping agents. Firms covered in the second list, encompassing certain kinds of local commerce, agribusiness, industrial assembly operations, plus insurance companies and banks, must Moroccanize by May 31, 1975.

The Prime Minister has said the lists are final. He indicated they will not be expanded except in the sectors of marine armaments, pharmaceuticals, and petroleum products, which will be the subject of special legislation.

Moroccanization affects a number of American investments, notably in the fields of detergent manufacture, banking, tractor and sewing machine assembly and some distributorships. American tire manufacturers here are apparently not touched. Numerous questions remain about the steps that firms affected need to take in implementing the decrees. Outstanding issues include availability of suitable Moroccan partners, repatriation of proceeds from sales of equity, financing and possible extension of time limits.

Until such questions are answered, it is difficult to measure the ultimate impact of Moroccanization on present and potential American investment interests. In any case, the Moroccanization decrees, along with the new investment codes discussed below, have better defined both the limits and the opportunities of doing business in Morocco.

The land expropriation program stems from a decree last March ordering nationalization of all foreign-owned agricultural lands. This involves at least 740,000 acres which were largely in French and Spanish hands. The government is already operating that portion of the lands which are in cereals and plans to complete takeover of the rest by the summer of 1974. Since there is no significant American investment in Moroccan agriculture, U.S. interests have not been substantially affected.

The third pivotal portion of the new direction in Moroccan economic policy was the issuance in August of five new codes regulating investment in industry, mining, tourism, handicrafts and shipping. They incorporate substantial changes from the original general Investment Code of 1961.

Principal differences

The principal differences are:

- abolishment of the Investment Commission which had discretionary authority to grant or withhold incentives. Henceforth, incentives will follow automatically after the interested Ministry approves an investment.
- use of a tax holiday instead of an equipment subsidy as the principal incentive.
- availability of incentives only to joint venture investments (minimum 50 percent Moroccan share) except in the case of investments in tourism and listed export industries.
- special encouragement of investment in less-developed regions.

Incentives will be available to all investments in tourism or shipping and to those over $25,000 in industry and mining. Investments

above $7.5 million, plus any in specified activities (vehicle/tractor assembly, tire manufacture, vegetable oil refining, sugar milling, cement production, petroleum refining, flour milling) require special agreement with the government which delineate incentives on a case by case basis.

In general, the incentives encompass exoneration or reduction of customs duties and certain local taxes, guaranteed retransfer abroad of dividend income and partial rebate of interest paid on loans from state development credit agencies. The benefits vary according to sector and the investment's location in the country.

The new codes represent a promising start towards improving the investment climate in Morocco. U.S. investors, particularly those interested in joint ventures, should now find it easier to investigate and establish undertakings. The code's success in attracting investment will be linked, however, to treatment of present investors (including the implementation of Moroccanization) and the extent of the economic upswing in 1974.

Many U.S. Goods More Competitive Than Ever Before In Madagascar

Many American products are more competitive than ever before in the Malagasy Republic (also known as Madagascar). However, reports the U.S. Embassy in Tananarive, the government's efforts to reduce imports have dampened the market for many items, especially consumer goods, in this Indian Ocean island off the southeast coast of Africa.

Since mid-1972 the Malagasy Government has been committed to "restructuring" and "Malagasizing" the economy, most modern sectors of which have been controlled by foreign business interests. In line with this policy, the Malagasy Republic left the French franc zone, established its own independent central bank, and is proceeding slowly and carefully to step up intervention by state agencies and cooperative organizations in certain "vital sectors" of the economy including electric power, banking, foreign trade, insurance and mining.

The Malagasy Government has taken over the wholesale internal trade of the country's principal staple, rice, and has established two state agencies which will gradually move into other foreign and domestic trade activities.

Economic growth, which has been extremely slow during the past decade, slumped further in 1972. It has been only slightly better in 1973—in part, because of a mediocre performance by the dominant agricultural sector—but, more importantly, because the anxieties of the foreign business community over the future have resulted in a decline of business activity.

Overall growth is likely to remain quite limited during the period of restructurization of the economy, but could be stirred by a recent government decision to raise the price paid to the farmer for rice.

Most serious problem

Export trade has not been adversely affected by the economic slump. Foreign exchange earnings and reserves have thus been maintained. However, the country's most serious immediate economic problem, a shortage of rice, may necessitate large purchases abroad this year, and thus impose a severe drain on foreign exchange reserves and perhaps the government's fiscal resources.

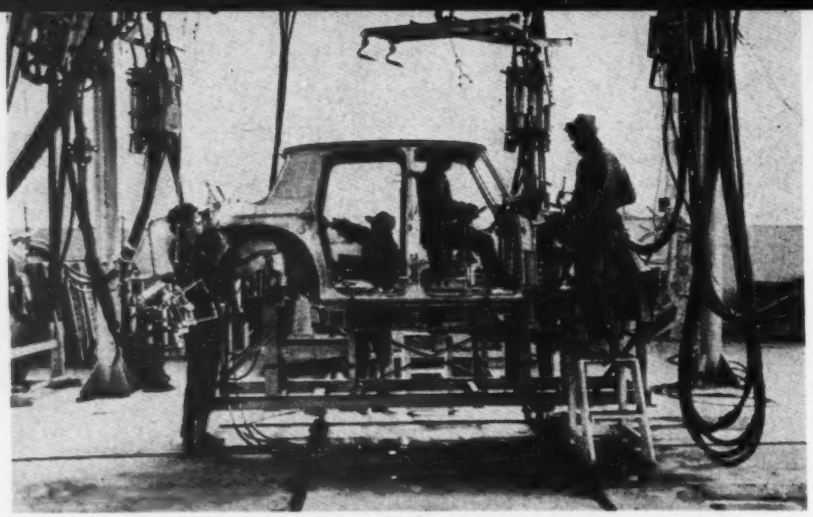
Development efforts are being concentrated on increasing rice production and on improving road facilities to serve isolated areas.

While initiating contacts with the Communist world, the Malagasy Government has made it clear that it intends to maintain friendly relations with the West, and the country's economic ties with EC countries, the United States and Japan still dominate its commercial life. Current relations between the Malagasy Republic and the United States are cordial, much as they have been for most of the period since independence in 1960. The U.S. Agency for International Development is assisting the country with long-term development loans and, under an agreement with the Malagasy Government, NASA operates a civilian satellite tracking station near the city of Tananarive.

Except for approximately $50 million spent by several U.S. firms for oil exploration in recent years, American investment has been limited almost exclusively to the activities of two companies, Esso and Caltex, in petroleum product distribution and in minority participation in the Tamatave refinery. In addition, a few individual Americans have small investments in local importing firms and, in 1972, Singer opened a small sewing machine assembly plant in Tananarive.

Despite this limited American commercial presence, the United States has an extremely important influence on the Malagasy economy, resulting from the fact that it is the second largest buyer of Madagascar's exports — surpassed in this role only by France. In 1972, sales to the United States ($34.3 million) represented 20 percent of Madagascar's total exports, compared to France's share of 38 percent.

The importance of trade with the United States for the country's economy appears even greater when it is realized that it involves a significant portion of several of Madagascar's principal export commodities and thereby affects the livelihood of many Malagasy in specific industries. In 1972, for



ASSEMBLING AUTOS IN MADAGASCAR—*Peugeots, Renaults and Kaiser jeeps are assembled by Malagasy workmen at the SOMACOA plant in Tananarive.*

example, U.S. purchases represented large percentages of the total exports of the following products: coffee (34 percent), vanilla (66 percent), sugar (34 percent), clove oil (55 percent), mica (26 percent) and graphite (41 percent).

American sales in Madagascar, however, have nowhere near matched Madagascar's exports to the United States. As a result, in recent years, the United States has perennially experienced at least a 3 or 4 to 1 adverse balance of trade with Madagascar. Products from the United States accounted for only about 5 percent of total Malagasy imports in 1971 and just under 4 percent in 1972.

Sales were hampered

In the past, U.S. sales have been seriously hampered by the market orientation of commercial firms (a large portion of which are French-owned) to sources of supply in France and other European countries. Furthermore, efforts of U.S. firms to penetrate the Malagasy market have been seriously hampered by special privileges enjoyed by imports from France and the other EC countries. Until late August, the government's import licensing system severely limited importation of goods from all non-EC and non-French franc zone countries, including the United States, while imports from EC and Franc zone countries were largely unrestricted.

Imports from the United States and other non-EC countries have also been subject to customs duties (amounting to about 5 or 10 percent for most goods but sometimes more) which because of "reverse preference" arrangements with the EC, are not applied to imports from EC countries.

On the same footing

While some U.S. imports are still at a slight disadvantage because of discriminatory application of customs duties, a new import quota system instituted by the Malagasy Government in late August places American goods on the same footing with those from all other countries. Henceforth, all imports from all countries, including those from France and the other EC countries, will require import licenses issued on the basis of semi-annual quotas established for most types of goods.

As a result of this new non-discriminatory import quota system and the devaluation of the dollar, many American products can be more competitive than ever before on the Malagasy market. U.S. firms which may have found it impossible to penetrate the Malagasy market in the past because of the complications of the former import system will now find firms more open to the idea of handling American products.

In the past, certain American firms represented in Madagascar found it to their advantage to push the sale of goods produced by them in the EC countries instead of equivalent U.S.-made products. Some of these firms will now find that their U.S. products are just as competitive, if not more so.

American firms interested in Madagascar will find the overall size of the import market temporarily on the decline—in part because of the drop in business activity but, more importantly, because of government's efforts to cut back on imports. Since these moves are aimed primarily at reducing purchases of imported consumer goods, opportunities for increased sales in this field, largely untouched by U.S. products in the past, will probably be fairly limited in the foreseeable future.

Some of the best opportunities appear to be in fields where U.S. imports have already shown strength, e.g., construction equipment, small industrial machinery (both electrical and non-electrical) and oil products for the manufacturing of soaps and candles. In addition, given the dominance of the agricultural sector in the economy and the Malagasy Government's developmental plans in this field, American firms may find new sales opportunities for agricultural and irrigation equipment as well as processing machinery for food and other agricultural products.

Since mid-1973, the Malagasy Government has been attempting to purchase rice on the U.S. market since other traditional foreign sources of this commodity have been unable to meet the country's needs. Given the rising world demand for rice and other grains, it is possible the Malagasy will be interested in U.S. sources of supply for rice and other grain products in future years as well.

In attempting to enter the Malagasy market, most American firms can be expected to encounter stiff competition — not only from

French and other well-established European firms but also from Japanese companies.

The latter have shown themselves to be extremely active and aggressive during the past few years in Madagascar, and their efforts are paying off. Japanese sales to Madagascar jumped by 75 percent from 1971 to 1972, when they totaled $9.2 million. Much of this success can be attributed to the fact that Japanese businessmen have been visiting Madagascar with increasing frequency, and a few large Japanese conglomerates have set up Japanese-staffed offices in Tananarive.

American firms must be prepared to make special efforts if they are to meet the competition in Madagascar. They must be prepared to establish local agents or representatives. Mail solicitation of local firms or government agencies will not be adequate. As in most other countries, it is particularly important for American firms to be represented locally in order to be able to react quickly to government tender announcements, many of which have extremely short submission deadlines. Descriptive literature and correspondence in the French language are often a "must."

Although in the past there were very few Malagasy-owned firms involved in importation or in retail and wholesale businesses, an increasing number of Malagasy are now interested in moving into these fields and in establishing relations with U.S. business firms. Since the Malagasy Government has expressed its interest in strengthening Malagasy enterprise, American firms would be well advised to carefully consider existing Malagasy firms in selecting local representatives and/or agents. The American Embassy in Tananarive can assist U.S. firms in making contact with Malagasy and other local firms.

Since the spring of 1972 foreign investors have generally been playing a "waiting game" as far as Madagascar is concerned. While the Government of General Ramanantsoa has indicated its interest in attracting foreign investors, there have been many outstanding questions about its policy on private investment. On Sept. 21, the Government did publish a new Investment Code, but even the regulations in that code do not spell out exactly what the potential foreign investor can expect with regard to such important matters as special benefits and profits and capital repatriation.

Investment benefits

The new code does indicate that the Government is prepared to provide certain types of tax holidays and other benefits for investments which are truly in the interest of Madagascar's economic development. However, what benefits will be applied to specific investments, and how profits and capital repatriation can be affected, will be decided only on a case-by-case basis and will be dealt with in special agreements to be worked out between the Government and the investors.

Because of these continuing uncertainties it is difficult at this time to assess the future investment climate in Madagascar.

The Malagasy Minister of Economy and Finance has stated that among the projects the government is interested in undertaking are the following: a ferro-chrome plant, a $40 million hydroelectric project, iron and ilmenite processing plants, a paper pulp plant, a new sugar refinery, a cement plant, and meat and fish canneries. Low-interest, foreign assistance financing is already being sought for a few of these projects, but private investment opportunities may well develop in connection with others if the government moves to implement them. At any rate, construction of these projects could well provide opportunities for the sale of U.S. equipment.

Problems Hinder But Don't Stop Dominican Boom

The Dominican Republic continues on its way to a fifth straight year of rapid economic growth, despite some buffeting by international economic disturbances. The problems of sharply rising prices, shortages of agricultural and industrial inputs and unfavorable weather have all plagued the economy in recent months, but have not deterred its overall forward thrust.

The U.S. Embassy in Santo Domingo reports that exports once again are leading the boom, increasing 30 percent through the first seven months of 1973. This follows a 40 percent export rise in 1972, thus continuing a remarkable sustained performance.

Eximbank activity

An indication of the pace of investment is the activity of Eximbank, which had been quite inactive in the Dominican Republic for some years. In the last 12 months, however, its lending commitments totalled almost $100 million. The projects financed, at least in part, by Eximbank include a $40 million doubling of electric power capacity of the Dominican Electric Corp., a new $32 million cement plant, a $12 million expansion of furfural production and a $5 million earth satellite station.

As the economic boom continues, sharply increased numbers of foreigners are visiting the country. The increase in Puerto Rican tourists and business visitors seems especially marked. Puerto Rican tourists seem attracted by the country's somewhat less expensive and less pressurized way of life, while the businessmen seem attracted by the Dominican "boom" and the similarities they discern between the Dominican Republic now and Puerto Rico some years ago at the onset of the latter's

DOMINICANS AT WORK—*The economy of the Dominican Republic continues to boom. Above, a machine tools plant.*

many years of sustained economic growth.

The Dominican Republic continues to advance rapidly toward its expected future role as an important tourist center. New hotels have opened in Santo Domingo and construction is under way on more rooms in the capital. Refurbishing work is under way on older government-owned hotels in the Santo Domingo area to bring them up to tourist standard. Detailed advance planning is also nearing completion on two multi-hotel tourist projects of several thousand rooms each (on the north coast and at Boca Chica near Santo Domingo).

Tourist attraction

Eastern Airlines has absorbed the financially-troubled Caribair and begun the first sustained promotion in the United States of the Dominican Republic as a tourist attraction, and Pan American has introduced 747 service on its Santo Domingo-New York run during peak months, thus increasing capacity on that important route.

Efforts to improve the government's institutional capacity to promote agriculture continue.

For a while, lack of rain threatened to damage Dominican agricultural production severely, but heavy rainfall in August appears to have greatly ameliorated the impact of earlier dry months.

Reacting to the sharp rise in world soybean prices, a local feed and vegetable oil manufacturer has sponsored experimental soybean planting on about 1,700 acres with what appears to have been very favorable results. If all continues to go well, many more acres of soybeans will probably be planted next year.

Sharply rising domestic prices have resulted in the placing of restraints on exports of several commodities. While political pressures made the measures nearly unavoidable and similar steps have been taken by other countries throughout the world, the measures do represent a serious disincentive to expansion of agricultural production.

Inflationary mentality

As the accelerating inflationary process enters its third year, evidence of an inflationary mentality is beginning to appear. Businessmen and consumers increasingly seem to assume that prices will continue to rise. Therefore, both groups act to protect themselves against inflation by converting depreciation cash balances to real goods and by trying to raise their prices and wages before others do so. In addition, there is a growing drive to find investments which are protected from inflation even though those investments may not be very productive. Therefore, there is much more interest in investing in property, and urban land prices are rising very sharply.

Part of the estimated 17 percent rise in prices during the 12 months ending July is due to international influences and is beyond Dominican control, while part results from too rapid an expansion of credit.

The Dominican Republic may become the best market the United States has in the Caribbean. The economic boom, dollar devaluation and certain tariff changes will almost certainly raise the U.S. share of the market above the 54 percent recorded in 1972. Total imports from the United States should exceed $200 million in 1973.

Reports from a number of importers indicate a definite shift from Japanese and European suppliers to the United States. The most dramatic reversal this year will probably be in automobile sales, where in 1972 the United States reached an all-time low of only 8 percent of the market.

The largest recent export sale was under a $41 million Eximbank loan to the Dominican Electric Corp. for electrical generating units. Most of the procurement contracts will go to General Electric or Westinghouse. This represents the first of an estimated $257 million to be spent on equipment purchases abroad over the next 10 years by the government-owned utility.

Other major pending sales include equipment for public health facilities, for the planned Gulf & Western cement plant, and for the Rosario Dominicana gold mine, as well as for State Sugar Council (CEA) and Gulf & Western furfural production expansion.

Construction projects which offer opportunities for U.S. firms include a new water supply system for Santo Domingo (IDB), irrigation projects in the north (IDB and World Bank), a projected major oil refinery in Azua, and Central Bank-sponsored tourism projects on both the north coast (with World Bank) and south coast (with IDB).

Direct sales potential for American exporters is greatest in food processing and packaging equipment; hotel, hospital and restaurant furnishings and equipment; agricultural machinery; irrigation, water supply and sewage equipment; power generating and transmission equipment; earth-moving and mining machinery; and leisure/sports items.

World Trade Actions

Australian Tariff Changes Give U.S. New Advantages

British entry into the European Community meant that the United Kingdom terminated all extra-Community preferential trade agreements. One such agreement, the United Kingdom-Australia Trade Agreement (UKATA), was thus abrogated as of Feb. 1.

This agreement, involving more than US$1.2 billion in English goods, covered two categories of British exports to Australia; i.e. those not produced in Australia ("By-law"), which were given a 7.5 percent tariff edge on other countries (no duty, as opposed to a 7.5 percent ad valorem rate for other countries' exports to Australia); and all other U.K. exports, or non-By-law, which were given varying tariff advantages, ranging from 7.5 percent to 37.5 percent ad valorem.

The first, the 7.5 percent U.K. preferential category (By-law entry), was terminated on Feb. 1; the second category (general tariff, or non-By-law) will not be fully terminated for at least three to five years.

In spite of the time lag, however, the overall importance of these tariff changes should not be underestimated, either on a short or long-term basis. The changes give the United States a new net tariff advantage, vis-a-vis British exports, and are further enhanced by a recent (July 18) Australian Government decision to grant a 25 percent across-the-board tariff reduction on all imports.

This tariff cut increases the price competitiveness of U.S. exports, both against Australian-made products and, because of the mathematics involved, against British exports as well. For example, in the case of made-up towels, the net U.K. tariff advantage was dropped from 37.5 percent ad valorem to 28 percent, and will disappear completely when the UKATA is completely terminated. Since worldwide inflation rates and currency fluctuations are generally higher outside the United States, presumably these factors will also be translated into further price advantages for U.S. products.

The following three product areas seem to have the greatest potential for replacing U.K. exports.

► Machinery (non-Electrical): The market for non-electrical machinery is potentially lucrative. British exports of non-electrical machinery to Australia have previously enjoyed net tariff advantages as high as 32.5 percent over comparable U.S. manufacturers. Specific products which appear to offer significant opportunities for U.S. exporters are listed below, with former and present U.K. tariff advantages: engines, two-stroke, (excl. aircraft), was 32.5 percent, now 24.5 percent; engines, aircraft, gas-type, compression ignition, 17.5, 13.0; commercial laundering and dry cleaning equipment, 17.5, 13.0; towels (made-up), 37.5, 28.0; woven fabrics, containing not less than 20 percent by weight of wool, 22.5, 17.0; sewing cotton, 15.5, 11.5; terry toweling, terry fabrics, elastomeric fabrics, 15.0, 11.0; fabrics of huckaback or honeycomb (cotton) weaves, 37.5, 30.0; spinning and weaving yarns, 12.5, 9.0.

► Medical Instruments and Apparatus: The market for new and improved medical equipment is growing rapidly. Though net tariff advantages previously enjoyed by U.K. products are not as great as in other categories, significant export opportunities are apparent in the following areas: opthalmic powered lenses, was 20.0 percent, now 15.0 percent; orthopedic appliances, 20.0, 15.0; x-ray apparatus, 10.0, 7.5; medical, surgical, veterinary instruments and appliances, 17.5, 13.0.

► Drafting Machines (Engineering): With construction booming in Australia, the utilization of engineering drafting machinery, previously protected by a 17.5 percent net U.K. tariff advantage, will become more attractive. In 1971-72, nearly US$3 million in engineering drafting machines were exported to Australia from the United Kingdom and U.S. exporters should be able to gain a significant portion of this trade.

Netherlands: The Dutch Government recently announced a new law setting maximum pollution levels for all gasoline-powered motor vehicles except motorcycles, motorbikes and scooters; diesel engine vehicles are excluded. The regulation will cover all gasoline-powered vehicles produced after January 1 and subsequently imported into the Netherlands. The U.S. Embassy in The Hague has been informed by Dutch authorities that existing U.S. Environmental Protection Agency (EPA) standards more than meet this new regulation, and that an EPA certificate attesting to the fact that a vehicle is approved for use in the United States will satisfy Dutch import requirements. U.S. firms having any question regarding U.S. pollution standards certification should contact the Division of Certification and Surveillance, Environmental Protection Administration, 2565 Plymouth Rd., Ann Arbor, Mich., 48105.

Korea: Imports from the United States for the first half of 1973 increased by 77 percent over the same period in 1972 to reach $575 million and raise the U.S. share of the Korean import market from 27.7 percent to 30.3 percent. Total Korean imports increased by 62.5 percent in this period to $1,889 million.

International Business Reports

Surveys of African Economies. Published by the International Monetary Fund. 471pp. $5.

This is the fifth in a series of volumes on African economies. The introductory chapter deals in broad terms with the principal characteristics of all the six countries covered. Chapter 2 describes arrangements common to Botswana, Lesotho and Swaziland, which participate in a Customs Union with South Africa and use the South African rand as their currency; chapters 3, 4 and 5 describe other aspects of the individual economies of these three nations. The remaining three chapters survey the economies of Burundi, Equatorial Guinea and Rwanda.

Wherever possible, economic data on which the volume is based relate to the six years 1966-71, although earlier data have been used where pertinent, and activities in 1972 are touched on briefly where information was available.

Write: The Secretary, International Monetary Fund, Washington, D.C. 20431.

The Basics of Export Marketing. Published by Trans World Airlines. 24pp. Free.

This bibliography of source information is the focal point of a new TWA program to get businessmen started in exporting their products to foreign markets. It contains a comprehensive list of source material covering key areas involved in mounting an export effort, such as financing, marketing and documentation.

"In other words, it will direct a businessman to the information that could make his product as successful over there as it is here," said Cotton W. Daly, TWA director of air freight sales. "We've prepared this booklet for the management group of any company interested in foreign markets as an alternate source of future profits, but whose knowledge or level of experience might be limited."

Write: Director of Air Freight Sales, TWA, P.O. Box 25, Grand Central Station, New York, N.Y. 10017.

Multinational Companies and the Third World. By Louise Turner. 294pp. $8.95.

The author reports that he has tried in this book to reflect most of the major issues raised by multinational investment in the Third World and has illustrated the main themes by telling stories, filling in historical backgrounds, and discussing the role of the personalities who have influenced events.

Write: Hill & Wang, 19 Union Square West, New York, N.Y. 10003.

Wage and Price Controls for Canada? A Commentary on the Final Report of the Prices and Incomes Commission. By George K. Kardouche and Frank Caramazza. 86pp. $2.

This presentation is structured in the form of a commentary on the final report of the Prices and Incomes Commission, *Inflation, Unemployment and Incomes Policy,* published in the fall of 1972. Working within this format, they discuss the inflation issue in Canada and the question of the appropriateness of controls as a policy for dealing with this issue.

Write: C. D. Howe Research Institute, 2060 Sun Life Bldg., Montreal 110, Quebec.

Calendar For World Traders

Nov. 14 — New York — FCIB Publishers Export Credit Group luncheon meeting, Advertising Club, 1 p.m.

Nov. 14-15 — New York — Meeting on moving hazardous materials in international trade, World Trade Institute.

Nov. 14-16 — New York — Meeting on international taxation — intercompany pricing and source of income rules, World Trade Institute.

Nov. 15 — Buffalo — Discussion on East-West Trade, Buffalo Launch Club Grand Island, 6 p.m. Sponsor: Buffalo World Trade Assn.

Nov. 15 — New York — National Study and Research Institute briefing on the Mexican banking system, 55 West 44th St., 1 p.m.

Nov. 20 — Memphis — World Trade Club meeting, Southwestern University.

Nov. 20 — New York — FCIB Hardware, Automotive & Allied Trades Group luncheon meeting, Advertising Club, 12:30 p.m.

Nov. 20 — New York — National Study and Research Institute, briefing on Peru, 55 west 44th. St., 1 p.m.

Nov. 21 — New York — International Executive Assn. luncheon, Regency Hotel. Subject: "Latin America looks at us."

Nov. 27 — New York — National Study and Research Institute's executive luncheon and seminar on Japan's new role in the world, Harvard Club.

Nov. 27-28 — New York — International Energy Conference, World Trade Institute. Sponsors: World Trade Institute and Bureau of National Affairs.

Nov. 27-28 — New York — International Physical Distribution meeting at World Trade Institute. Sponsors: World Trade Institute and National Council of Physical Distribution Management.

Nov. 29 — Greenvale, N.Y. — Seminar on trade opportunities in Zambia, C. W. Post Center, 4-6 p.m.

Nov. 29-30 — New York — Year-end tax planning for DISCs, World Trade Institute.

Dec. 6 — Atlanta — Export seminar, District Office, 10 a.m.-noon.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects, and notices of U.S. visits by foreign buyers.

U.S. Promotions Overseas

Communications Equipment and Services Trade Mission. Singapore, Philippines, Taiwan. Jan. 7-19, 1974. Products within this category include equipment and components or services involved in radio, television, telephone, and telegraph systems, intercommunication systems, electric alarm and signal devices, electronic navigational aids, electronic search and detection apparatus, and microwave and mobile telephone systems. Call Larry Cozart, 202-967-3741 or 4918.

Textile Machinery and Equipment Trade Mission to India and Pakistan. Jan. 7-25, 1974. U.S. machinery and equipment have become increasingly competitive in this area of the world, especially in view of a relaxation by India of its highly restrictive import policy. Existing mills are being authorized to import additional loomage and spindleage. Soft credit for textile imports exists through possible Eximbank financing and IBRD, IDA and ADB loans. Call Herb Socks, 202-967-3846.

Children's and Junior's Apparel (Joint Export Establishment Promotion—JEEP). Milan Trade Center. Jan. 9-11, 1974. This specialized exhibition, limited to only 8 U.S. firms, is designed to introduce children's clothing manufacturers to a burgeoning Italian market traditionally served by an apparel industry fragmented among thousands of small artisan type establishments. The high cost of production has resulted in much higher-priced apparel. U.S. apparel, due to its lower cost because of the recent currency revaluations and its minimal care characteristics, has become an item of increased buyer interest. Call Noel Negretti, 202-967-2434.

Air Traffic Control and Airport Communications Technical Sales Seminar to Africa and Greece—Algiers, Casablanca and Athens. Jan. 11-24, 1974. Planned new airport development and expansion will create need for ATC and airport communications equipment and services in these three regions. Seminar plans call for technical presentations to a select audience and private business appointments. Call Wyn Coates, 202-967-4304.

U.S. Metalworking Machinery and Equipment (JEEP). Singapore Trade Center. Jan. 14-16, 1974. The Singapore market for metalworking machinery is growing rapidly as Singapore industrializes. With revaluation of the U.S. dollar and Singapore's emphasis on capital intensive industrialization, demand for U.S. metalworking machinery is expected to be strong in 1974. This specialized exhibition is limited to 8 new-to-market U.S. participants and is designed to put them in contact with potential representatives that can handle sales on a continuing basis. Call Joseph Payne, 202-967-5545.

Computers, Peripherals, Data Transmission and Related Equipment. Paris Trade Center. Jan. 14-18, 1974. France now has the fastest growing economy in Western Europe. As a result of rapid business expansion and increasing labor shortages, management is seeking to make data handling operations more efficient. More than $7 billion is expected to be spent on EDP systems and equipment between 1972 and 1977; imports will supply around $2.5 billion of this amount. American firms now have and should maintain a strong lead in the import market. Call Andre Williams, 202-967-3749.

Modern Merchandising. Stockholm Trade Center. Jan. 14-18, 1974. This exhibition will afford U.S. companies the opportunity to exhibit a wide range of modern merchandising equipment in the rapidly expanding Scandinavian market. The distributive trades in Scandinavia are undergoing rapid changes not unlike those in the United States. Increasing labor costs, growing specialization of production and rapidly increasing urbanization have resulted in adoption of modern merchandising techniques and growing demand for all types of modern merchandising equipment. Call Ed Walls, 202-967-4256.

Agricultural Equipment Trade Mission to Nigeria, Ivory Coast and Zambia. Jan. 15-27, 1974. Growing emphasis on increased feed, timberland and commodity output for domestic and export markets has prompted the governments of these nations to establish various agricultural development programs. This mission is geared to take advantage of these programs by visiting top level local officials in both private industry and government. Call Trade Missions, 202-967-2973.

Biomedical Equipment and Instrumentation. Tokyo Trade Center. Jan. 21-26, 1974. Japan's efforts to treat the medical problems associated with an advanced industrial society have created an excellent market for U.S. biomedical equipment. The market is expected to reach $822 million by 1976. Cardiological-thoracic, respiratory-pulmonary, opthalmological, pediatric, nephritic, operating room, general hospital and clinical-research laboratory equipment will be the focus of this exhibition. Call closest District Office or Libby Walker, 202-967-2060.

Printing and Graphic Arts Equipment. Milan Trade Center. Jan. 22-26, 1974. The market in Italy for this equipment is $125 million annually, and is growing an estimated 8 percent per year. Publishers are finding that U.S. equipment is technologically superior and competitively priced. Call Peter Field, 202-967-2434.

Food Processing, Packaging and Service Equipment Catalog Exhibition to Douala, Cameroon and Dakar, Senegal. Jan. 21- Feb. 1, 1974. The economies of these French-speaking countries are heavily dependent upon agricultural exports. Major emphasis in local government development plans is for increasing resources to be put into expansion of such exports. Rising levels of income have increased domestic demand for processed foods and improved packaging and servicing techniques. These nations provide access to wide markets through West African Customs Union membership. Call Robert E. Peterson, 202-967-3973.

Farm and Garden Equipment Exhibit (JEEP). Paris Trade Center. Jan. 30-Feb. 1, 1974. The French economy is booming and purchasing power and leisure hours of French consumers are drastically increasing. These factors provide an ideal market for mechanized equipment for the handyman, gardener and amateur farmer—a market currently growing at an annual rate of approximately 15 percent. Contact Director, U.S. Department of Commerce District Office, 2511 Federal Bldg., 1520 Market St., St. Louis, Mo. 63103, telephone 314-622-4243.

Hotel and Restaurant Catering Equipment Catalog Exhibition. Lesotho and Swaziland. February 1974. Lesotho and Swaziland are two of the newest, fastest-growing vacation areas in Africa, which attract thousands of tourists yearround. This introductory trade promotional activity is geared to help meet the growing demands of this area's burgeoning tourist industry. Call Robert E. Peterson, 202-967-3973.

Textile Machinery and Equipment Catalog Exhibition to India and Pakistan. February 1974. Market research indicates a market of $500 million for textile machinery and equipment over the next five years. The governments of both countries have clearly indicated intention to make foreign exchange available to support local efforts at becoming self-sufficient in textile manufacture. Call Robert E. Peterson, 202-967-3973.

Metals and Metallurgy Equipment.Paris Trade Center. Feb. 11-14, 1974. Enormous investments by the French metallurgy industry should provide exceptional opportunities to American suppliers of instruments, special metals and alloys, and related equipment. This special show will offer U.S. firms a splendid means of gaining market exposure to end-users and to prospective agent distributors. Call Myra Triplett, 202-967-5373.

Geophysical Equipment. Frankfurt Trade Center. Feb. 11-14, 1974. Germany and surrounding European countries offer excellent opportunities for the sale of sophisticated geophysical equipment on the earth sciences, oceanography and meteorology. German participation in a growing number of international geophysical research programs requires application of the most advanced methods and equipment. U.S. manufacturers will have a unique opportunity to reach buyers. Call Charles Whitley, 202-967-4941.

Metal Finishing Equipment Trade Mission to Hungary, Poland and Romania. Feb. 11-20, 1974. Products featured will be metal cutting machine tools, metal forming machine tools, casting machines, rolling mill equipment, welding and surface tempering products, industrial ovens, metal cleaning and spraying equipment, and tools and dies. Interest of these countries in improving the quality and efficiency of their primary metals and metal-using industries, as emphasized in their respective five-year plans, indicates high potential for U.S. products and processes in this field. Officials in these countries have expressed high interest in American technology to improve these basic industries. Call William J. Bushwaller, 202-967-4511.

Advanced Business Systems and Equipment Technical Sales Seminar to Austria, Hungary and the USSR. Feb. 11-27, 1974. Increased demands for automated business equipment and the need to improve existing standards of operation combine to make this area a lucrative market for the business machine industry. Items in demand include calculating and accounting machines, electronic computing equipment, bookkeeping and invoicing machines, duplicating and reproduction equipment, microfilming systems and related equipment. Call Jim Boney, 202-967-3846.

Laser/Electro-Optical Equipment. Tokyo Trade Center. Feb. 12-16, 1974. The Japanese market in this field is increasing at 30 percent annually. Total market value in 1972 was $106 million. Imports for the last three years have been increasing by 30 percent. Lasers and laser systems lead this field. Contact Maurice Shea, 202-967-2461.

Industrial & Commercial Security Equipment. Milan Trade Center. Feb. 19-23, 1974. At the request of exhibitors at the successful 1972 show this theme is being repeated. Recent research indicates that U.S. manufacturers of industrial and commercial security equipment will find Italy a ready market for their products. The Italians are ready for the more sophisticated American equipment and at present the market is estimated at $50 million. Call Call Mara Yachnin, 202-967-4605.

Advanced Fluid Power Equipment (JEEP). Tokyo Trade Center. Feb. 21-23, 1974. The Japanese market for fluid power equipment is expanding at a rate of 10 percent annually. Although Japanese manufacturers supply the major part of this market, they do not produce certain types of advanced equipment needed by many Japanese end-users. This technology gap offers U.S. equipment manufacturers a sizable sales opportunity. Call Bill Dawson, 202-967-4056.

Office Equipment and Business Machines. Tehran Trade Center. Feb. 23-27, 1974. GNP is growing at 13 percent per year in real terms and has sustained growth rates over 11 percent since 1964. With many new businesses and industrial plants opening in Iran, the need for modern office equipment is critical. The Iranians buy American. Our exports have doubled since 1970 to $650 million, and the United States is now the number one supplier to Iran. Call Michel Smith, 202-967-4652.

Orthotic and Prosthetic Devices (JEEP). Paris Trade Center. Feb. 25-27, 1974. France, with the fastest growing economy in Western Europe, is making substantial expenditures for health care, and a promising market exists for aids to the physically handicapped. This event is specifically designed for U.S. companies that are not now active in the French market. Contact Patrick Willis, U.S. Department of Commerce District Office, 238 West Wisconsin Ave., Milwaukee, Wis. 53203, telephone 414-224-3473.

Agricultural Machinery & Equipment (JEEP). U.S. East-West Trade Center, Vienna. Feb. 26-28, 1974. The countries of Eastern Europe have accorded agriculture a new priority in their five-year plans now that initial industrialization drives have been accomplished. The U.S. competitive position in these markets is improving significantly. Eastern Europeans consider American farm techniques well suited to their programs to organize large argicultural units, and U.S. equipment is respected for its efficiency and productivity. This promotion is designed to put you in contact with the key East-West traders specializing in representing your product lines in Eastern Europe. Call George Black, 214-749-1517.

Computers, Office and Business Machines and Supplies Catalog Exhibition to Ankara and Istanbul. February/March 1974. Turkey's economy is growing at an average annual rate of 7 percent, with industrial growth pacing the economy at a 12 percent rate. A wide variety of business equipment is needed, ranging from typewriters to electronic computers. The Turkish Government is supporting imports of business equipment through specific authorizations of foreign exchange. Call Robert E. Peterson, 202-967-3973.

Light Industrial Packaging Equipment. Beirut Trade Center. Feb. 25-March 2, 1974. Light industry in Lebanon has grown rapidly in recent years—industrial exports increased by about 25 percent in both 1971 and 1972—and has become increasingly diversified. More efficient packaging systems are in increased demand. Opportunities exist for direct sales and for establishing representation. Call William A. Ducker, 202-967-5767.

Computer Software Trade Mission to Belgium and the Netherlands. Feb. 25-March 8, 1974. Sales of hardware in Belgium continue to rise. Demand for software is increasing commensurately. Billings for services by independent software houses in the Netherlands reveal an annual increase of some 20 percent. With U.S. suppliers already controlling the market, mission members will get excellent exposure to private business and government marketing opportunities. Call Gertrude Oppolzer, 202-967-5285.

Port and Industrial Zone Equipment and Services Trade Mission to Portugal, Spain and France. Feb. 27-March 8, 1974. Materials handling, supply and repair equipment, and engineering services are needed at major ports—Lisbon, Barcelona and Le Havre—in addition to other industrial zones in the countries. Visits are planned to the world's largest drydock, the largest industrial zone in Spain, and Europe's fourth leading port at La Havre. To reserve space on this mission, call Fred Crosley, 202-967-3746.

Construction and Agricultural Machinery and Products. Jakarta, Indonesia Fair Grounds. March 4-9, 1974. Separate market research studies indicate an impressive and growing market for equipment and products in these fields. Emphasis on re-opening the vast agricultural estates, a drastic increase in commerical building, and contractor eagerness to buy rather than lease equipment are leading the way. Call Gus Duda, 202-967-5545.

Food Processing and Packaging Equipment Catalog Exhibition. Malaysia and Thailand. March 4-15, 1974. Both Thailand and Malaysia are agriculturally-oriented countries with high growth rates in food production. The Thai and Malaysian Governments back agricultural expansion programs. The demand for high quality food processing and packaging equipment is increasing rapidly, creating a very favorable market for U.S. products. Call Robert E. Peterson, 202-967-3973.

Electric Power Trade Mission to India and Pakistan. March 4-21, 1974. American firms selling a product or service in the electric power generation or power transmission and distribution field should find an excellent market in these two countries. Pakistan plans to import $300 million worth of electric power generation and related equipment between July 1973 and July 1976. India's total outlay proposed for power in the Fifth Plan is $7.7 million. Call E. Lee Carteron, 202-967-2973.

Instruments for Physical and Chemical Measurements. U.S. Trade Center for Scandinavia in Stockholm. March 11-15, 1974. The Nordic import market for these selected instruments was about $180 million in 1972, an increase of 14 percent over 1971 and 41 percent over 1968, and is expected to continue its rapid expansion for the next several years. Currently, U.S. suppliers provide more than 20 percent of this market, or some $36 million worth. The U.S. share of the electro-optical instrument market in Sweden and Denmark alone rose 500 percent between 1968 and 1972. Call Edward Leslie, 202-967-4461.

Electronic Production & Test Equipment Exhibition. Milan Trade Center. March 12-16, 1974. During 1972 the Italian electronics industry is estimated to have produced $800 million worth of electronic equipment and all trends point to substantial increases through this decade. In the past, most manufacturing

processes in the Italian electronics industry were manual and automated systems were restricted to a few large manufacturers. Now, with recent wage increases and constant labor demands for higher wage rates the industry is investing heavily in automated electronic production and test equipment. Call Samuel S. Spaulding, 202-967-4508.

Fishing and Fish Processing Equipment Catalog Exhibition to Montevideo, Uruguay and Mar del Plata, Argentina. March 12-22, 1974. Product lines in fish processing equipment will be featured, as both countries are embarked on programs to rapidly expand exports of fishing industries. Call Robert E. Peterson, 202-967-3973.

Printing, Packaging and Bottling Equipment — GRAPHISPACK '74. Barcelona. March 15-24, 1974. This major fair is an excellent means for penetrating the growing market for printing, packaging, and bottling equipment. Spain's rapid industrial growth and rising per capita incomes are bringing about increased consumption of packaging products and printed materials. The resulting demand for advanced machinery by the printing and packaging industries offers U.S. manufacturers many opportunities for profitable sales. An important international exhibition held every four years, GRAPHISPACK attracts buyers from all of Europe, North Africa, and the Middle East. Call Robert B. Wallace, 202 967-3822.

Livestock Equipment and Supplies Promotion (JEEP), 76th International Verona Agricultural Fair. March 17-24, 1974. Livestock production in Italy is estimated at more than $5.1 billion annually. Plans are under way to provide, over a period of five years, $330 million for financing of a working project for rearing of beef cattle. In addition, the EEC has assigned $27.3 million for expansion and modernization of Italian agriculture; much of this will be devoted toward purchase of more modern machinery to handle livestock. Call Noel Negretti, 202-967-2434.

Nuclear Instrumentation and Equipment Exhibition. Frankfurt Trade Center. March 18-21, 1974. The Federal Republic of Germany is a net importer of nuclear equipment and materials. Imports of U.S. equipment are expected to be in excess of $100 million a year by the end of 1975. Key targets for U.S. sales of nuclear equipment and materials are German nuclear research centers, which now buy over 50 percent of their nuclear-related electronic equipment from U.S. manufacturers. In the area of computerized electronic measurement equipment, U.S. products now account for over 80 percent of German purchases. Opportunities are also excellent in the field of nuclear medicine, where U.S. equipment occupies a leading position; consumption in 1975 has been projected at $70 million. Call Michael Hanpeter, 202-967-3849.

Hospital and Medical Equipment (JEEP). Sydney Trade Center. March 18-22, 1974. This exhibition will be limited to 8 new-to-market U.S. participants. Australia's biomedical equipment market, estimated at $33.4 million in 1972, may reach about $50 million in 1976, representing a 10.6 percent average annual growth rate. Recent currency revaluations and a unilateral Australian 25 percent across-the-board tariff reduction have combined to make many U.S. hospital and medical products increasingly attractive to Australian purchasers. Call John Klingelhut, 202-967-5752.

Numerical Control Machine Tools and Related Equipment Exhibition (JEEP). Buenos Aires Trade Center. March 25-29, 1974. Argentine manufacturers have become increasingly aware of numerical control machine tools as a means of improving the quality and exportability of their products. There is no local production of numerical control machine tools. Manufacturers of components and equipment essential for the servicing of these machines are also invited. Call Vicky Eicher, 202-967-4580.

Chemical and Petrochemical Processing Equipment and Instrumentation. Mexico City Trade Center. March 25-29, 1974. The chemical processing industry in Mexico grew 13.5 percent annually from 1960-70, and the projected rate for 1973-1980 is around 14 percent. The industry's output is presently limited only by capacity, and new plants and expansions are being planned. Mexican imports are expected to increase from $47 million in 1972 to $59 million in 1975. Call Porter Clary, 202-967-5040.

Metalworking Equipment/Industrial Instrumentation Solo Exhibition. Caracas. March 25-30, 1974. This important international marketing event will provide an excellent sales opportunity in the rapidly expanding Venezuelan market for metalworking equipment and industrial instrumentation which, combined, neared $65 million in 1972. Current market research predicts that by 1971 industrial instrumentation consumption alone should total $44 million, with metalworking machinery sales expected to top $68 million based on continuously rising demand for higher-capacity metalworking machinery and industrial analytical, process control, dimensional test and non-destructive testing instrumentation. Government export incentives are being increased as Venezuelan industrial sectors, including basic metal and metal products, automotive, chemical and petro-chemical, paper and paper products gird for regional competition due to Venezuela's final entry into the Andean Common Market. Call Richard F. Muenzer, 202-967-5030.

AMPRO '74—American Products For Industry. Taipei. March 25-31, 1974. This exhibition, sponsored by the Board of Foreign Trade, Republic of China, exclusively for U.S. firms, will feature machinery and equipment in the following major industrial categories: heavy construction and road building; electronics industry production and testing; food processing and refrigeration; metalworking and machine tools; packaging and materials handling; scientific and medical instruments and materials; and textile and apparel production and processing. American manufacturers are presented a unique opportunity through this exhibition to sell their products in the rapidly growing Taiwan market and to take advantage of the Republic of China's announced desire to increase purchases from the United States. Call Dave Horridge, 202-967-2798 or 4227.

Biomedical Trade Mission to Poland, Yugoslavia and Austria. April 1-12, 1974. American firms selling biomedical equipment, including cardiological, thoracic, respiratory-pulmonary function-thoracic, pediatric, nephritic, operating room, general hospital and clinical and research laboratory equipment should find good sales opportunities in these countries. Call E. J. Wason, 202-967-4918.

Pollution Control Equipment. Paris Trade Center, March 26-29, 1974; Arles, France (optional), April 2-4, 1974. American manufacturers and suppliers of equipment for the control of air and water pollution, noise abatement, sewage treatment and solid waste disposal have an exceptional opportunity to enter into or to gain increased sales in the lucrative French market by displaying at these shows. French investment in pollution control equipment is substantial and growing fast. Rapid industrial expansion with its impact upon the environment has caused an affluent French people to examine the quality of life. Forecasts indicate that the French will spend about $575 million in this field during the next two years. A U.S. firm participating at the Paris Trade Center will reach a broad audience of customers from French industry and government, and may gain extra exposure in the south of France by displaying at Arles for an additional $300. Call John L. Wolf, 202-967-4942.

Structural Components and Related Equipment (JEEP). Frankfurt Trade Center. April 2-4, 1974. The market is valued at about $2.6 million. For the next two years, continued rapid growth rates of 10 to 12 percent per year are expected. Products include plywood for concrete forms and for house building, particularly for prefab systems; partitions and acoustic panels, glass-fiber draperies; plastic and special resistant paints; and tools such as automatic nailers and caulking guns. Contact Director, U.S. Department of Commerce District Office, Room 821, City National Bank Bldg., 25 West Flagler St., Miami, Florida 33130, or telephone 305-350-5267.

Materials Handling and Construction Equipment Catalog Exhibition. Casablanca. April 8-13, 1974. Morocco's new economic plan, 1973-77, has an impressive target of $7 billion for investments, much of which will be channeled into industrial, airport, and seaport expansion and public building and private housing construction. The United States is already Morocco's second most important source of imports and the outlook for growth of this very promising market is favorable. Call Robert E. Peterson, 202-967-3973.

Structural Components and Systems (JEEP). U.S. East-West Trade Center, Vienna. April 9-11, 1974. The Eastern European construction industry generally lags behind that of the West in terms of quality, labor-saving equipment, and new systems of construction. Modular construction is the new wave. This promotion will help you reach the key East-West traders who, over the years, have built up the commercial contacts necessary to introduce your products into these new markets. Call Lou Nixon, 305-350-5267.

MASHSTROY — U.S. Machine Tool and Machine Building Equipment Solo Exhibition. Moscow. April 10-19, 1974. The USSR continues expanding many branches of industry, especially production of automotive vehicles. This expansion necessitates a corresponding increase in demand for machine tools. The current

five-year plan calls for investments totaling over $31 billion for machine building equipment. Call Oleg Jerschkowsky, 202-967-3376.

Industrial Process Control and Measuring Instruments Exhibition. Paris Trade Center. April 22-26, 1974. High government priority for industrial investment and modernization in the booming French economy has resulted in a $330 million market for process control instrumentation in France. This year's 20 percent depreciation of the dollar versus the franc means a competitive price advantage for U.S. instrumentation. Call William S. Gaines, 202-967-4414.

Environmental Control Equipment (JEEP). Buenos Aires Trade Center. April 22-26, 1974. Emphasized will be specialized environmental measuring, testing and control instruments and apparatus, and other related scientific, laboratory, and industrial instruments. Suppliers of other equipment for environmental control operations are also invited to exhibit. Call George Pollard, 202-967-5010.

Audio-Visual Equipment (JEEP). Mexico City Trade Center. April 22-26, 1974. U.S. audio-visual techniques are greatly admired in Mexico as the best available anywhere. If getting into a position to profit from continuing sales in this growth market is your objective, this first such promotion by the U.S. Trade Center in Mexico City is the ideal opportunity. Call Porter Clary, 202-967-5040.

Advanced Biomedical/Biochemical Hospital Equipment. Stockholm Trade Center. April 22-26, 1974. "Intermed '74," the second such exhibition to be held at the U.S. Trade Center in Stockholm, provides an opportunity for U.S. industry to promote advanced equipment throughout the four Nordic countries (Sweden, Norway, Denmark, Finland). The Scandinavian market is due to expand by over 100 percent from 1971 to 1976, reaching a level of almost $110 million. All four countries have plans to build new hospitals, to add outpatient and long-term health care facilities to their already extensive hospital network, and to broaden the scope of existing preventive medicine programs. Call Lee W. Swift, 202-967-3276.

U.S. Consumer Goods Pavilion. Osaka International Trade Fair. Osaka, Japan. April 23-May 6, 1974. Japan is currently the largest foreign customer for U.S. consumer goods. Japanese expenditures in the consumer goods area are expected to increase 17 percent by the end of this year and double by 1975. Increased Japanese interest in U.S. consumer goods has been stimulated by the yen/dollar realignment and by the increasing affluence of the Japanese consumer. The Osaka International Trade Fair is a major commercial event in Japan, and an excellent forum to display U.S. consumer goods. Call Robert Levine, 202-967-4057.

General Aviation Exhibition and Seminar, Maroochydore, Queensland, Australia. April 26-30, 1974. The rural and industrial sectors of the Australian economy are experiencing rapid expansion which is creating an ideal climate for increased sales of general aviation equipment. Sales potentials are now at the highest level since the late 60s. The exhibition will be adjacent to an airport with a 5,500-foot landing strip accommodating aircraft from cropdusters to executive jets. In addition to aircraft, this exhibition will also include displays of all other types of general aviation equipment. Call E. Marvin Belden, 202-967-5752.

Sales opportunities in 11 U.S. commercial exhibitions, 7 catalog exhibitions, 38 shows at the 12 U.S. Trade Centers, 8 trade missions and 2 technical sales seminars are being offered to present and potential U.S. exporters between now and June 1974.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Beirut, Buenos Aires, Frankfurt, London, Mexico City, Milan, Paris, Singapore, Stockholm, Sydney, Tehran, and Tokyo. Trade Centers are scheduled to open in Taipei and Seoul in March 1974. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **Write:** *Director, Office of International Marketing, Room 4015, U.S. Department of Commerce, Washington, D.C. 20230.*

U.S. specialized trade missions and technical seminars are comprised of groups of U.S. businessmen organized by the U.S. Department of Commerce to travel abroad to promote the export of U.S. goods and services produced by their particular industry. **Write:** *Trade Missions, Room 4219, U.S. Department of Commerce, Washington, D.C. 20230.*

Specialized Building Materials Exhibition. American University of Beirut. May 1974. Construction booms in many Arab States are generating growing demands for building materials and supplies, particularly innovative techniques. U.S. participation in the Annual Engineering Materials and Equipment Exhibition at the American University of Beirut affords exhibitors exposure to a wide regional audience. Opportunities exist for direct sales and for establishing contact for representation in many Arab States. Call William Ducker, 202-967-5767.

Oil and Gasfield Machinery & Equipment (JEEP). U.S. East-West Trade Center, Vienna. May 2-4, 1974. Equipment of all kinds for petroleum exploration, drilling, and extraction is in short supply in Eastern Europe; quite often what is produced domestically is obsolete or unreliable. In many cases badly needed equipment is not produced within Eastern Europe and must be imported. Reflecting the high priority the petroleum industry has in the five-year plans of Eastern Europe, imports of equipment for this industry have almost tripled in recent years. This promotion will help you get in contact with the vital East-West traders who have had long experience in representing your types of equipment in the East. Call George Black, 214-749-1517.

Food Industries Equipment. Mexico City Trade Center. May 13-17, 1974. A growing population and a more affluent consumer have raised demand for processed foods to unprecedented levels and created a record market for modern equipment for the food industry. Standards for processed foods established by the Mexican Government have intensified interest in the latest U.S. equipment, regarded in Mexico as the best anywhere. Call Porter Clary 202-967-5040.

Equipment for the Cosmetic, Pharmaceutical and Food Industries. Paris Trade Center. May 13-17, 1974. These industries comprise major growth sectors in the booming French economy. The increasingly strained productive capacity, greater interest in more advanced packaging techniques and a public becoming vocal in its demands for quality control and testing of products in these industries are all placing a heavier burden on the import sector. Call Andre Williams, 202-967-3748.

Process Control Instrumentation Exhibition. Buenos Aires Trade Center. May 13-19, 1974. Argentine imports of process control instruments grew from $8.1 million in 1969 to approximately $15 million in 1972. Major expansion projects, other modernization developments and replacement needs are expected to generate a very active demand for imports of process control instruments into Argentina in 1974. The United States is the leading supplier of process control instruments, with 50 percent of the import market. Call George Pollard, 202-967-5010.

Data and Telecommunications Equipment. Milan Trade Center. May 14-18, 1974. Demand for computers and computer-related equipment in Italy will triple over the next five years, with U.S. equipment and services expected to dominate the near $300 million market. In addition, the Italian Government is planning to spend about $3.5 billion in the telecommunications sector over the next three years. Research indicates that virtually every large Italian government and industry organization is planning projects for data transmission between headquarters and branches. The Italian economy is expected to grow by 5 percent this year. Call Alan O. Maurer, 202-967-2434.

Food Processing and Packaging Equipment—ANPAC '74. Sydney. May 20-24, 1974. This exhibition will offer U.S. manufacturers an opportunity to penetrate the rapidly expanding Australian food processing and packaging markets. Australian distributors and customers agree that recent currency revaluations coupled with the Australian 25 percent across-the-board tariff reduction afford U.S. manufacturers a broad range of exciting, new sales opportunities. This exhibition, co-sponsored by the Department of Commerce and the Australian National Packaging Association, is sure to attract key buyers from throughout

the Australasian region. Call John Klingelhut, 202-967-5752.

Metal Surface Finishing and Treatment Equipment. Tokyo Trade Center. May 20-25, 1974. In 1972 the Japanese market for metal surface finishing and treatment equipment and accessories amounted to $975 million. This market is expected to increase by 30 percent during 1973 and 10 percent annually for the next three years. U.S. products which are unique, technologically advanced, labor-saving, or non-polluting have considerable sales prospects in the dynamic Japanese metalworking industries. Call Bill Dawson, 202-967-4056.

HEALTH-'74. Sokolniki Park, Moscow. May 28-June 10, 1974. The Soviet health sector is undertaking an ambitious program of expansion and modernization to meet domestic demand for a significant increase in medical services. Since domestic industry is incapable of supplying the large demand for medical and laboratory instrumentation and equipment, the health sector will be relying largely on imports of this equipment—with special preference given to American technology. This exhibition offers American businessmen an excellent opportunity to expose their products to the expanding Soviet market. Call Oleg Jerschkowsky, 202-967-4810.

Biomedical Equipment Exhibition/Symposium. Milan Trade Center. June 8-12, 1974. The Italian biomedical equipment market is growing 14 percent a year and the U.S. share is increasing. Opportunities are especially good for U.S. manufacturers of implantable pacemakers, I.P.P.B. respirators, pediatric respirators, artificial kidneys, gamma cameras, electronic blood cell counters, automated sample analyzers, echoencephalographs, surgical pacemakers, spectrophotometers and other diagnostic equipment. Contact nearest District Office or call Peter Field, 202-967-2434.

Hotel and Restaurant Equipment Exhibition. U.S. Trade Center, Frankfurt. June 17-20, 1974. Increasing costs and continuing labor shortages are factors leading to an expanding market for more efficient, labor-saving, U.S.-made equipment. The German hotel, restaurant and resort industries are attempting to expand facilities to meet demands of more affluent German travelers and foreign tourists. Owners of German hotels and restaurants are eager to obtain high quality, productivity-boosting U.S. equipment for food and beverage preparation and service. A government-sponsored drive to modernize and expand older German hotels means a ready market for currently very price competitive U.S. equipment. Interest is also high in U.S.-manufactured cleaning, maintenance and sanitation equipment; functional room furniture; and automated reservation and paging systems. A technical seminar will be held during the exhibition. Call Jerry E. Morse, 202-967-2177.

Food Processing Machinery and Equipment. Buenos Aires Trade Center. June 24-28, 1974. The Argentine market continues to need imports of items incorporating the latest processing techniques, but not necessarily high volume equipment. Special interest items include processing machinery and equipment for the fishing, meat, wine and fruit and vegetable processing industries. Call Vicky Eicher, 202-967-4580.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Foreign Investment Services Staff, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, Export Information Division, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

0130 — ETHIOPIA — Applications invited for **leasing 30 sites of approximately 500-700 acres of land on Awash River** on basis of long-term leasehold with provisions for renewal. Soils and climate of area ideally suited to cotton growing under irrigation. Work has begun on IDA-financed gravity irrigation scheme and water deliveries from the scheme anticipated in June 1976. Land is served by all-weather road. Applications will be considered only from persons eligible to form registered business organizations with legal personalities acceptable to the Ethiopian Awash Valley Authority. Upon receiving notice of selection, successful applicants will be required to formalize registration. Registration of prospective applicants should be lodged with the General Manager, Awash Valley Auth., P.O. Box 591, Addis Ababa before Dec. 31. P-73693. OPIC.

0910 — PHILIPPINES — Recently prepared Industrial Outlook Report outlines the potential for U.S. investment in **shrimp and tuna fishing** and for selling fishing equipment, technology and fish processing machinery. Copies of the report are available from the Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-73694. OPIC.

0913 — NIGERIA — American collaboration desired for **shrimp fishing.** Equity participation, fishing vessels and technical assistance desired. Additional information available from Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-73690.

2200 — IRAN — Joint venture sought to expand **textile production facilities** to include spinning, weaving, knitting, dyeing and finishing. All interested in manufacturing foundation garments. Mercedeh Manufacturing Corp., c/o Vic Avetissian, 4217 Minstrell Lane, Fairfax, Va. 22030. P-73684. OPIC.

2451 — AUSTRALIA — Substantial land development and homebuilding group desires contacts with U.S. firms offering licenses for the **manufacturing of mobile homes.** Also seeks collaboration in the design and landscaping systems used in **mobile home parks.** A. C. Stockwell, Gen. Mgr., Hooker Homes Pty. Ltd., Hooker House, Angel Place, Sydney, N.S.W. 2000. P-73687.

2833 — GERMANY — Seeks licenses to manufacture **protein hydrolysates.** Large research organization employing 40, sales of $2 million annually. Write: Commercial Sec. (File No. 60), American Consulate General, 7 Urbanstr., D-7000 Stuttgart 1. P-73697.

3533 — NORWAY — Manufacturing rights for **offshore cranes and derricks for oil drilling platforms.** Also interested in servicing such equipment on North Sea platforms or in European ports. Presently produces jib, special purpose, and traveling cranes; water and waste treatment equipment. Maintains extensive production facilities. Recently merged with Finnish concern; combined employment is approximately 4,950. Bjorn J. Husemoen, Sales Manager, Wisbech Refsum A/S, Tomtegaten 28, 3000 Drammen, Norway. WTDR. P-73691. Further details available from Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3559 — NETHERLANDS — License to manufacture **dust collection systems for air pollution control.** Interests include scrubbers, cyclones, precipitators and filter baghouses. Firm presently produces fans and ventilation systems. Employs 75, reports annual sales of $1.3 million. Markets in the Benelux countries and Germany. Geert Naaykens, c/o 8602 Green Valley St., Westover Hills, Austin, Tex. 78759. After December 1 write Naaykens' Luchttechnische Apparatenbouw B.V., Lovense Kanaaldijk 61, Tilburg, Netherlands. P-73695.

3566 — FRANCE — License to manufacture **variable speed changers.** Currently produces gears; employs 117. J. P. Susini, Manager, Lechner, Patissier & Cie, 6 Rue Montgolfier, 93116 Rosny-Sous-Bois, France. P-73685.

3711 — AUSTRALIA — Seeks licenses to manufacture **mobile fire tenders and all types of mobile service vehicles with tank capacity.** Firm has current sales volume of $13 million throughout Aus-

tralia and New Zealand. D. J. Carlson, Corporate Planning Manager, Gilbarco (Aust) Ltd., 16 Talavera Road, North Ryde, N.S.W. 2113. P-73688.

3964 — INDIA — Seeks technical assistance for manufacture of **hosiery needles.** Proposes to set up plant for estimated output of 15 million annually. Project to be fully financed by firm's resources and bank loans. Presently manufactures circular knitting machines. K. Palanisway, Partner, Knitmac, 81 P. N. Palayam Rd., Ganapathy Post, Coimbatore 641006, Tamil Nadu, India. P-73696. OPIC.

7011 — GAMBIA — The Government of Gambia (West Africa) is seeking to attract responsible **American developers for new hotels** to be located 10-15 miles south of Banjul on the Atlantic Coast. Pre-investment studies for the extension of roofs and services for the proposed new facilities are now underway. A new airport terminal with VIP lounge, control tower and navigational aids is to start immediately, and be completed by the end of 1974; financing is also being sought for the extension and strengthening of the main runway at Yundum Airport. While German, Scandinavian and British tourists now comprise the main tourist market it is hoped that the entrance of U.S. resort developers will lead to the visit of more American vacationers. The Secretary, Tourism Liaison Board, c/o Ministry for Local Government, Lands and Mines, The Quadrangle, Banjul, The Gambia. P-73692. OPIC.

7392 — FRANCE — Recently established **consulting firm offers assistance** in development and management of international investment or licensing projects throughout Europe. Staff participated in formulation and execution of major American corporate ventures in Europe. Thomas B. Trumpy, Director Europe, Project Assistance International, 15 Ave. Victor Hugo, Paris 75116. P-73686.

Netherlands Antilles Offer U.S. Firms Access To EEC

As an associate member of the European Economic Community (EEC), the six Caribbean islands (Aruba, Curacao, Bonaire, Saba, Sint Maarten and Sint Eustatius) comprising the Netherlands Antilles, offer direct access to the Common Market. The Antilles' Department of Economic Affairs provides assistance to American firms interested in investigating the islands' investment potential.

With a well-established infrastructure based upon banking, petroleum refining, tourism, ocean shipping, grain storage and light industry, the Antilles are particularly interested in foreign capital investment in labor intensive industries to ensure employment for a rapidly growing labor force. Industries based upon import substitutes are also welcome.

The Antilles maintain a U.S. office to facilitate handling of requests for assistance by American firms. They have prepared an informative brochure entitled "Investment Factors in the Netherlands Antilles". Copies of this brochure are available from Edward J. Alofs, Economic Commissioner, Netherlands Antilles Economic Mission, 866 United Nations Plaza, New York, N.Y. 10017, (212-421-3360). P-73689. OPIC.

Visiting Buyers And Officials

KOREA — Byung Kwon, AHN, Executive Director of the Nam Young Industrial Co., Ltd. I.P.O. Box 1811, Seoul; interested in purchasing **foundry plant equipment** including lifting magnet, shot tablast, mix muller, break screen, jolt squeeze stripper molding machine, low frequency induction furnace, core molding machine. Korea Trade Center, Suite 4601 Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: Chicago — Nov. 12-15; Los Angeles — Nov. 15-17. WTDR in preparation.

BANGLADESH—Mohammad Maswood, Maswood & Co., 261 Old Church Compound, Chittagong; importer, distributor and indenting agent. Interested in: (1) U.S. agency franchise for **spark plugs, piston rings, tires and tubes;** (2) visiting **automobile manufacturing** plants. Already in U.S. c/o Freedco Products Inc., 36-08 33rd St., Long Island City, N.Y. 11106. Itinerary: Honolulu, New York. WTDR August 1968 (under revision).

MOROCCO — M'hammed and Abdelmoula KARYOUNE, Fabrique Artisanale, Derb Moulay Abdallah, 15 rue Bargach, Rabat; manufacturers and exporters of Moroccan handicrafts, exporters of spices and dried vegetables—interested in **selling their own production** on the U.S. market. Already in U.S. Itinerary: New York City, Chicago, Boston. Contact Commerce District Offices.

FRANCE — Didier J. Sequin, Paule S. Brull, Agence HAVAS, 62 rue de Richelieu 75002 Paris — advertising agency. Interested in U.S. **service & distribution** companies. Arrived New York Nov. 2 for one month. c/o R. Caldwell, 30 Lake St., Apt. 5K, White Plains, N.Y. 10603. Itinerary: New York, Chicago, San Francisco. WTDR in preparation.

VIETNAM — Nguyen Quang Hai, President, Postwar Economic Development Co., 28 Tu Xuong St., Saigon, engages in investment in postwar economic development; requests technical information on **advertising and market survey.** Arrived at San Francisco Oct. 12 and will stay approximately three months. c/o Embassy of Vietnam, 2251 R St., N.W., Washington, D.C. 20008. Itinerary: San Francisco, Las Vegas, Santa Fe, Utah, Denver, Ohio, Michigan, Washington, D.C., Las Vegas, Los Angeles. WTDR Feb. 1970.

Ivory Coast Investment Booklet Available To U.S. Firms

The Industrial Development Bureau of the Ivory Coast has published an English-language booklet titled *Private Investment in Ivory Coast.* The booklet includes information on the country's labor legislation, duties and taxes, investment incentives and other data useful to companies contemplating establishing in the Ivory Coast. Write the Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-73684.

Developing Lands Ask UNDP Aid In 17 Projects

Eleven developing nations and two regional areas have submitted requests for financial and technological assistance from the United Nations Development Program. Copies of these preliminary requests are available to U.S. firms. These requests may serve as a guide to potential projects on which future bid proposals may be requested, or as indications of the industrial and social plans of the requesting country.

U.S. firms are cautioned that these projects may not be approved by the UNDP. They have not yet been funded and no executing agency has been designated to implement them. Interested U.S. firms can obtain copies of these requests by writing to the Trade Opportunity Sec., Office of Export Development, Room 1322, U.S. Department of Commerce, Washington, D.C. 20230. Please include a pre-addressed label and identify each project by number, country and title.

BHU/72/002 — BHUTAN — Forestry development.

BOL/71/518 — BOLIVIA — Instituto Nacional De Telecommunications in LaPaz.

BRA/72/020 — BRAZIL — National system of agricultural information and documentation.

BRA/73/004 — BRAZIL — Airworthiness compliance certification infrastructure.

BRA/73/017 — BRAZIL — Brazil Program of research and training in food technology at CETEC.

ELS/73/002 — EL SALVADOR — Environmental sanitation.

IND/73/014 — INDIA — Establishment of a numerical control center for the metalworking industry, CMTI, Bangalore.

IND/73/015 — INDIA — Pilot and demonstration plant for electro-smelting ilmenite, Kerala.

IRA/72/010 — IRAN — Intensive sheep meat production and marketing.

IRA/72/024 — IRAN — Vocational training and implementation of the industrial training law.

MEX/72/006 — MEXICO — National industrial information system.

CEY/73/007 — SRI LANKA — Soybean development.

SUD/71/510 — SUDAN — Higher technical teacher training institute, Khartoum.

SYR/72/017 — SYRIAN ARAB REP. — Faculty of dental medicine, University of Damascus.

YEM/72/008 — YEMEN — Water supply and sewerage systems for Sana'a and Hodeida.

RAS/73/022 — REGIONAL (Asia) — Technical support for regional offshore prospecting in East Asia (Phase II).

RLA/71/290 — REGIONAL (LATIN AMERICA) — Integrated development of the Pilcomayo River Basin.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material must specify country, commodity, foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Animal specialties

02790 — FRANCE — Live eels. Fred Damerdji, Mgr., Sarl Sete Maree, 81 Grand Rue Mario Roustand, 34200 Sete. Telex: 48083 Setmaree; Tel: 67-74.43.64.

Building construction

•15100 — SINGAPORE — Tenders are being invited for the erection and completion of buildings works on a passenger terminal, hangar, freight (cargo) terminal, fire and rescue station, and parking apron "C" (Tender No. SOS/ADB/30/73/1). Tenders will be prequalified before being invited to bid. Bidding is open to contracting firms which have registered offices in Asian Development Bank countries. Only firms with financial capability and technical experience consistent with the work to be executed are invited to apply as "Specially Registered Contractors." The applications to tender will have to include firm's experience and qualifications. Prequalified tenderers or Specially Registered Contractors shall deposit a sum of US$217 (S$500) with the Public Works Department in Singapore in order to obtain the tender documents. The deposit will be returned within 14 days after all tenders have been opened. The "Specially Registered Contractors" shall supply a "Tender Bond Deposit" with the tender. This deposit shall be for 1 percent of the tendered amount and may be made either by a certified or cashier's check drawn on a Singapore bank in favor of the Government of Singapore, or by a corporate surety bond issued by a reputable bonding and insurance company. Prequalification applications must be sent to the Senior Quantity Surveyor, Public Works Department, 11th Floor, National Development Building, Maxwell Road, Singapore 2, Singapore. Bid deadline is November 20.

Heavy construction, except highways and streets

•16200 — EL SALVADOR — The Ministry of Agriculture invites civil engineering contractors from member countries of the Inter-American Development Bank to bid on the construction of Phase 1 of the Agricultural Irrigation and Drainage District No. 2 at Atiocoyo, in the northern part of the Department of La Libertad (Licitacion Publica No. MAG 3/73). The cost is estimated at $1.2 million and is being financed by the IDB. The three phases of this project are estimated at $4 million. Work for the present tender includes: grubbing and clearing of vegetation, 57 hectares; earth fill, terracing, 493,500 cubic meters; excavating of rock, 61,000 cubic meters; enrockment for the dam wall, 12,000 cubic meters; concrete pipes of various diameters, 570 meters long; structural concrete, class "A", 350 cubic meters; structural concrete, class "B", 2,650 cubic meters; reinforcement steel, 111,000 kilograms; revetment for roads, 117,000 sq. meters; stonework with mortar, 2,300 cubic meters; and irrigation gates and gear, 15,700 kilograms. The project must be completed in 500 days. Bids must be submitted in the original and one copy, in Spanish, on the official bid-quotation form to: Departamento de Finanzas del Ministerio de Agricultura y Ganaderia, Edificio Latino-americano, Boulevard de los Heroes y 21A. Calle Poninente, San Salvador, El Salvador, by Dec. 11. Bidders who have already been qualified by the Ministry of Agriculture may buy a complete set of tender specifications and the official bid presentation and quotation forms, in Spanish, for $40, upon written request to: Direccion General de Obras de Riego y Drenaje, Edificio Oxgasa (40. Piso), 25A. Avenida Norte 1080, San Salvador, El Salvador. Firms wishing to be qualified as bidders may purchase specifications and complete and mail prequalification forms to the Departamento de Finanzas (see name and address above) no later than Nov. 26. The U.S. Embassy in San Salvador is sending one set of specifications to the Construction & Bldg. Materials Program, U.S. Dept. of Commerce, Washington, D.C. This set will be available for review in Room 2118 (202-967-3602), Main Commerce.

Grain mill products

2041127 — SIERRA LEONE — Pure wheat flour used for local bread baking. Wants quotation for monthly quantity 30 tons. J. B. Whitefield, Proprietor, Whitefield Bakeries, P.O. Box 297, Freetown.

Yarn, thread mills, products

2281210 — MEXICO — Desires yarn to make mops. Delivery 30 to 60 days. Estimates volume 10 to 14 tons per month. Alimentos Y Cereales, S.A. (M), Avenida Felix U. Gomez 2806 Nte. Monterrey, N.L. Has Mexican import permit.

Textile goods

•22900 — INDIA — Silicone bonded Mica Tape—One lot of 3,000 rolls of 50 meters each; one lot of 7,200 rolls of 50 meters. Silicone bonded glass mica Folium—120 rolls of 50 meters each. Tender number 12-73-2381. Bid deadline 3 p.m. (IST), Dec. 3. Government of India invitation, to be financed out of World Bank Loan and free resources. Bids should be submitted to Controller of Stores, Central Railway, V.T., Bombay 400 001, India. Tender documents available only from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008 for $6.50 (not refundable). Receipt for the purchase of tender documents must accompany your bid. Draw checks in favor of India Supply Mission, Washington, D.C.

Converted paper, paperboard items

2643265 — SOUTH AFRICA — Polyvinylacetate (P.V.C.) film technically known as 'cryovac', shrinkproof, 75 guage, 25 to 92 CM widths, required for tunnel machine wrapping of cake, confectionery. Request c.i.f. Cape Town prices including five percent commis-

sion. L. Modlinne, Dir. Mill Agents S.A. (Pty) Ltd., P.O. Box 3161, Cape Town 8000. Cable Millagents; Tel: 2-7834.

Industrial chemicals

28100 — MALAWI — Chemicals for textile, wood, paper, paint, leather, battery making, and agricultural industries on agency basis. Ivy International Agencies (I, A), P.O.B. 5122, Limbe.

Synthetic materials

28200 — PERU — Polyvinyl Chloride (PVC) — 800 m.t. Bid deadline as soon as possible f.o.b. and c. and f. Peruvian port price quotations required. Payment will be made with irrevocable letter of credit through Government Banco De La Nacion. Correspondence in Spanish necessary. Bids should be forwarded to Dr. Francisco Babbini Andrade, Gerente De Operaciones, Empresa Nacional De Commercializacion Industrial (ENCI), P.O. Box 1834, Camino Real 1106, Lima 27; Cable: ENCI Peru, Telex PX 5449. Government engaged in marketing basic raw materials used by the local industry. Proposed purchase is to cover industry needs for the rest of 1973. ENCI estimates that 1974 PVC consumption will be about 6,000 m.t.

Drugs

●28300 — BOLIVIA — Supply of pharmaceutical products and health care materials. Tender No. KDI-11/73, with a bid deadline of Dec. 6. Secretaria de la Comision de Adquisiciones, Corporaction Minera de Bolivia (COMIBOL), Casilla 1414, La Paz. Bidders must have Bolivian representative. When received, specifications available in Spanish to firms domiciled in the U.S. from Materials Division, BCABP, Room 2130, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-3910).

●28300 — KENYA — Supply of basic drugs; injectables; tablets and capsules; dangerous drugs; surgical dressings and sutures; pharmaceutical and surgical sundries; x-ray films, chemicals and apparatus; textiles; surgical instruments and appliances; and general equipment. Tender No. T-007, with a bid deadline of Dec. 5. Tender documents giving full details and specifications may be obtained on written application from the Office-in-Charge, Central Medical Stores, P.O. Box 40425, Nairobi. Prices quoted must be prices per unit exclusively in Kenyan currency, duty paid and inclusive of sales tax. All offers should be for delivery to Central Medical Stores, c.i.f. Mombasa or Nairobi Airport.

Steel mill products

●33100 — SRI LANKA — Spring steel. Tender No. COM/TEN/73/92. Sri Lanka State Trading Corp., P.O. Box 1686, 119 Wekande Road, Colombo 2, Sri Lanka. Specifications available from Embassy of Sri Lanka, 2148 Wyoming Ave., N.W., Washington, D.C. 20008.

3312151 — BANGLADESH — Crude tar, must contain minimum 10 percent naphtha and 2 percent tar acid. Firm has British-built plant for producing hard and soft pitch, creosote, naphthaline, benzene, anthracene, and solvent oil. Desires quotations on C and F basis. Mr. Mosharraf Ali Khan, Board Chairman, Bonus Bushness Syndicate (BSS), 2, Eskaton Garden, Dacca-2. Cable: Rajshani; Tel: 246638.

Rolling, drawing, extruding of nonferrous metals

●33500 — URUGUAY — Electric cable, 13,000 meters, plastic reinforced marine type for dock cranes, terminals and electric motor winding wire, 3.5 m.t. Tender No. 107 B.I.D.; bid deadline Dec. 6. Administraction Nacional de Puertos, Rambla Franklin D. Roosevelt 160, Piso 3, Montevideo, Uruguay. Specifications available from Copper, Lead and Zinc Program, BCABP, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2438).

Metal cans

3411191 — JAPAN — Tinplate cans made with a portion of coated hardboard for motor oil containers. The can is made of a coated hard-board with a tinplate can-top and bottom; volume desired would depend on price which is, as yet unknown. Buyer is also seeking a manufacturing license for this type of cans to manufacture with local materials in Japan. Mr. Shinya Koishi, Exec. Mng. Dir., Koishi Oil Co., Ltd., 6-12 Shiohama 1-Chome, Kotoh-Ku, Tokyo 135. Tel: 03-647-5301.

Construction, mining, materials handling machinery, equipment

●35300 — BURMA — Three overhead traveling cranes of 15 tons capacity required by: Managing Director, Burma Railways Corporation, Bogyoke Aung San St., Rangoon, Burma. Bid number BRC/IDA/12(T)16(M)-72-73 with a deadline of Dec. 12, 1973. Specifications available from Burma Railways for $13 or from American Embassy Rangoon upon receipt of certified check.

●35300 — IRAN — The National Iranian Steel Corporation is requesting bids for design, supply, and installation of a crushing plant using blast furnace slag. The end product to be used for road construction. Bid number 9720 with a deadline of Dec. 8. Contact the Iranian Economic Mission, 2233 Wisconsin Avenue, N.W., Washington, D.C., 20007, for specifications.

Special industry machinery

35590 — AUSTRIA — Austrian agent requires machinery, equipment, technical assistance and know-how for turnkey optical factory to grind annually up to ten million eyeglass lenses of all types, and seeks supplier of semi-finished lenses. Friedrich Gunda, Internationale Handelsagentur fuer Optik und Opthalmologie, Sternwartestrasse 6/14, A-1180 Vienna.

General industrial machinery

●35600 — INDIA — Induction heater to remove inner races of antifriction bearings tightly fitted to the neck of back up rolls of a four high sheet rolling mill. Heater will also be used for mounting races on back up rolls. Tender number KB/PUR/OT/77/73. No bid deadline. Chief of Planning & Progressing, Bharat Aluminum Co. Ltd., F-41 NDSE, Part I, Ring Road, New Delhi, 110049. Tender available at above address by sending bank draft of R525 in favor of Deputy Financial Advisor & Chief Accounts Officer.

●35600 — TURKEY — Mechanical and electrical equipment for an irrigation pump station. Primarily consisting of pumps, horizontal single or double suction, centrifugal: Group 1: 275-300IT/SEC. (19.40M. Head)—Two each; 425-465 IT/SEC. (19.40M. Head)—Two each. Group II: 355-390 IT/SEC. (48.00M. Head) — Two each; 545-600 IT/SEC. (48.00M. Head) — Two each. Electric motors for above pumps. Tender No. 73-28-L-67; Bid deadline Dec. 5. Devlet Su Isleri Genel Mudurlugu (State Hudraulic Works Dept.), Makine Ve Ikmal Dairesi Baskanligi, Yucetepe Mahallesi, Maltepe R7, Ankara. Bidding specifications in English can be obtained from Modern Translation Bureau, Karanfil Sokak 49/2, Yenisehir, Ankara, for $6. Checks must accompany orders.

3566011 — ZAMBIA — Windmill heads (gear box in cast housing). Initial order 50 windmill heads with likelihood of further orders up to 200 annually. Heads to be installed in windmill of firm's own construction. Head prices should be quoted for mills with 10 foot blade span on 30 foot stand and 14 foot blade span on 40 foot stand. Buyer requests mechanical drawings to construct rest of windmill. Mr. I. Beckford, Mng. Dir., Irrigation Services, Ltd., P.O. Box 33, Lusaka. Tel: 75698.

Communication equipment

●36600 — ALGERIA — Prequalification for restructuring and defining electronic data processing systems. Correspondence in French required. Bid deadline not indicated. Tender documents available from SONACOME, Direction Juridique et Administrative, Route National No. 1, Birkadem, Algiers, Cable: SNCOME Alger; telex 52800. When tenders are received at Commerce Dept. from Algeria they will also be available on a short-term loan basis from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C., 20230.

●36600 — BOLIVIA — The bid deadline on 5,000 units different sizes television sets, 5,000 units antennas, and 5,000 units stabilizers has again been extended, this time to Dec. 13. Tender No. Convocataria Pedido 29085. Tender documents available from Corporacion Minera de Bolivia (COMIBOL), Secretaria de la Comision de Adquisiciones, Avenida Manscal Santa Cruz 1092, Casilla 1414, La Paz. Cable address: COMIBOL. Non-Bolivian firms must act through Bolivian representative.

●36600 — BRAZIL — Supply of telemetering and automatic generation control equipment including: load-frequency control equipment, digital or analog type, capable of flat frequency, flat tie line, or tie line bias operation; telemetering equipment, including: transducers and recorders. This is a pre-qualification tender for the selection of suppliers for equipment to be installed in generating and substations and is due on November 30, at Centrais Electricas sul do Brasil, Departemento de Suprementos, Rua da Alfandega 80, 2nd Andar, 20000 Rio de Janeiro, GB, Brazil.

●36600 — HONG KONG — Installation and commissioning of personal radio scheme for Royal Hong Kong Police. Communication between divisional beat patrols and with their respective command and control centers and short-range point-to-point communications between action teams and other specialists units in field. Tender No. Pt.55/73, A-26366, bid deadline Dec. 14. Tender

documents available from the Secretary, Central Tender Board, Colonial Secretariat, Central Government Offices, Lower Albert Rd., Hong Kong. When tenders are received, they will also be available on a five-day loan basis from the Science and Electronics Div., BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

●**36600 — IRAN** — Supply of 300 loading coil cases and 1275 km. of telephone cable. Tender No. 52/76, bid deadline Dec. 23. Tender documents available from Telecommunication Company of Iran, Bisin Pahlavi, Korosh Kabir Avenue, Tehran, for 2000 rials (67.50 rials equal $1). When received, tenders will also be available on a five-day-loan basis from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce Washington, D.C. 20230, (202-967-4822).

●**36600 — IRELAND** — Supply and installation of aerial co-axial cable line links for telephony. Tender No. 10ML/73; bid deadline December 12. Tender documents available from Department of Posts & Telegraphs, Contracts Section, Marlborough St., Dublin 1, Ireland. When tender is received, at Commerce Dept. from Ireland they will also be available on a 5-day loan basis from Science and Electronics, Division BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-4822).

●**36600 — TAIWAN** — Supply of 69KV metering outfit, 3-phase, 3-wire, outdoor type. Tender No. GS 2-622750: bid deadline November 20. Tender document available from Central Trust of China Procurement Department Alper, Taiwan.

Electrical machinery, equipment

36996 — CANADA — Cords—electric, A.C., UL approved, for record changers, with two pin BSR type amp lock, and wall plug. Direct purchase for a total of one million cords, to be delivered in equal quantities over a six month period. Cords are to be used in final assembly of record changers manufactured in England and Japan. David Aboody, V.P., A G S Electronics Ltd. 2939 Eglinton Ave., East, Scarborough (Toronto), Ontario.

Railroad equipment

●**37400 — BURMA** — Supply of one underfloor wheel lathe for locomotive and railway car wheels, one tire boring machine, two wheel lathes. Tender no. BRC/IDA/13(T)8(M) 72-73, Bid deadline Dec. 27. Financing by IDA loan. Specifications available from Burma Railways for 10 Kyats (U.S. $2.09). Managing Director, Burma Railways Corp., Bogyoke Aung San St., Rangoon.

Instruments for measurement, analysis and control

●**38200 — BURMA** — Supply of one dynamometer testing plant. Tender No. BRC/IDA/13(T)15(M)72-73, bid deadline Jan. 8. Invited by the Managing Director, Burma Railways Corp., Bogyoke Aungsan St., Rangoon. Embassy will forward tender specifications and documents to interested firms on receipt of certified check for $2.15 per set, payable to American Embassy. When received tenders will also be available from Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

●**38200 — EL SALVADOR** — Supply of 20,000 water meters as follows: 15,700 water meters of a nominal capacity of 3 cubic meters per hour; 2,000 meters of 5 cubic meters; 1,000 meters of 7 cubic meters; 800 meters of 10 cubic meters; 500 meters of 20 cubic meters. Tender No. Licitation IM 16/73, bid deadline Dec. 3. Correspondence in Spanish. Tender documents available from Seccion de Provedduria del Departamento de Servicions, Local 209, Administracion Nacional de Acveductors y Alcantarellados (ANDA), Edificio Comercial Pacifico, 9.A. Avenida Sur 214, San Salvador. When received, tenders will also be available on a five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

●**38200 — INDIA** — Supply of air needle scalers, ferritescope, multipurpose welding gauges, electrostatic precipitation analyser, ultrasonic digital thickness meter, flexible boroscope, automatic ultrasonic flaw detector, and more. Tender No. S 285/41, bid deadline Dec. 5. Tender documents available, at $1.40 each, from the Chief Accounts Officer, Bharat Heavy Electricals Ltd., Tiruchipalli 14, India. When received, tenders will also be available on a five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

●**38200 — KOREA** — Supply of microwave signal generator; wave guide variable attenuator; digital frequency meter; oscilloscope; band test oscillator and shift converter; power meter; side band analyzer; and more. Tender No. AD-B/L-73245-PII; bid deadline December 28. Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Tender documents available on 5-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-2939).

Surgical, medical, dental instruments

●**38400 — PERU** — Supply of hospital equipment including general mechanical equipment, furniture, surgical and medical instruments, utensils, appliances, and all other hospital apparatus and equipment, as well as maintenance tooling and related electrical and sanitary equipment. Proposal includes installation of equipment at hospital located in Chiclayo, Northern Peru. Time for completing project: 420 calendar days from date of signing contract. Amount of guarantee required when signing contract: soles 2,140,000 ($49,331). Estimated value of proposal 140 million soles ($3.2 million). Correspondence in Spanish necessary. Tender No. L-27-73, bid deadline Dec. 20. Tender documents available at soles 25,000 each (43 soles equals $1) from Seguro Social del Empleado (Hospital Regional de Chiclayo) Avenue Salaverry 1291, of .346, Lima 1.

●**38600 — INDIA** — Supply of archives photographic and microfilming equipment. Tender No. S292/41, bid deadline Dec. 15. Tender documents available from the Superintendent, Purchase, Bharat Heavy Electricals Ltd., Tiruchirapalli 14, Tamil Nadu, India. When tenders are received at Commerce Department from India, they will also be available on a five-day loan basis from Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

Services incidental to water transport

44697 — POLAND — PROSAN, the Design Office for Water and Waste Water Economy, solicits technology, engineering, and equipment for a mid-1975 installation to treat 800,000 cubic meters per year of ballast water from tankers at port, reducing the level of oil and oil products to 5 to 10 parts per million, and disposing of the oil removed. Interested U.S. firms may communicate in English through the U.S. Trade Center, Ulica Wiejska 20, Warsaw; telex 813934, or direct to: Mgr. Inz. Andrzej Jarmoliski, Prosan Biuro Projektow Gospodarki Wodno-Sciekowej, Basniowa 3, Warsaw; Telex 813031.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Broad woven fabric mills, manmade fiber, silk

22210 — MALAWI — Women's, misses', children's, infants' underwear on agency basis. Ivy International Agencies (I, A), P.O.B. 5122, Limbe.

Concrete, gypsum, plaster products

3272213 — JAPAN — Roofing tile for dwelling houses. Roofing tile made of any kind of material would be acceptable to buyer but it should be fire-proof. After three years experience importing the product, prospective buyer prepared to negotiate license agreement to manufacture in Japan. Buyer would appreciate supplier sending product brochures as soon as possible. Exclusive agency. Mr. Shin Shima, Asst. Chief, Overseas Sect., Nippon Asbestos Co., Ltd., 1-26 Shibadaimon 1-Chome, Minato-Ku, Tokyo 105. Cable: Amiantus Tokyo; Tel: 03-433-7241.

Special industry machinery

3555573 — AUSTRALIA — Stereotypers flong. Exclusive distributorship. J. R. Murray, Mgr., Central Admin., Edwards Dunlop & Co., Ltd., 275 George St., Sydney, NSW 2000. Cable: Dunlopption; Tel: 20222.

Motor vehicles, equipment

3713278 — AUSTRIA — Motor homes for tourism and camping purposes. Motor homes for distribution to other retailers and resale through own outlets. Exclusive arrangement for Austria; Quote c.i.f. Austrian border, against c.o.d. Fr. Franz Draftl, Mgr. Franz Kraftl-Boote-Import-Handel Parkring 4, A-1010 Vienna. Tel: 471220.

NATO Projects Shift Emphasis To Communications, Electronics

The North Atlantic Treaty Organization offers a potentially large market for U.S. goods and services. Purchasing for NATO infrastructure facilities has amounted to some $200-300 million of projects annually for the past few years, and is likely to remain in this range through the 1970s.

NATO infrastructure projects in coming years will heavily emphasize communications and electronics equipment with lesser amounts going to other equipment and fabricated items incorporated into construction projects. The communications and electronics sector will account for nearly one half of NATO infrastructure spending in fiscal year 1974. A major new program, the Integrated Communications System (NICS), will cost several hundred million dollars.

Most projects under the NATO Infrastructure Program are contracted under a system of international competitive bidding. The country where the project is located issues the invitation to bid, and is responsible for awarding and administration of contracts under NATO guidelines. NATO rules require award of contracts to the low bidder.

Information on NATO invitations to bid under the NATO Infrastructure Program is readily available to U.S. firms. The host country notifies the U.S. Embassy, which transmits the information on the project to the Department of Commerce for publication in *Commerce Business Daily*. Interested U.S. firms write directly to the host country agency indicated by the announcement. However, to participate in NATO bidding, U.S. firms must be certified by the U.S. Department of Commerce as technically and financially competent. U.S. firms desiring certification should contact: Science and Electronics Division, BCABP, U.S. Department of Commerce, Washington, D.C. 20230.

Most NATO purchasing takes place under the Infrastructure Program. However, the NATO Maintenance and Supply Agency (NAMSA) procures goods and services for the support of certain types of military equipment jointly held by NATO Allies. NAMSA purchases mainly electronic equipment and military items. U.S. firms wishing to be included on the NAMSA suppliers' lists should write to the NATO Supply Center, B.P.13CAP, Camp de Capellen, Luxembourg.

For further information on NATO procurement, including the limited amount of purchasing by the NATO commands, U.S. firms should consult two publications: (A) "Doing Business with NATO," a Department of Commerce publication available free of charge from the above mentioned division of the Commerce Department; and (B) "United States Defense Industry Guide for Conducting Business with NATO Organizations and Member Countries," a Department of Defense publication available for 35¢ from the Sup't. of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

The Major Export Projects Division within the Department of Commerce is seeking to speed up the announcements of these projects to U.S. industry. Additionally, multinational companies, exporters, contractors and others who are experiencing Government-related problems in specific major foreign projects or large export transactions are asked to write to David H. Baker, Director, Office of Export Development, BIC-260; Room 3056, U.S. Department of Commerce, Washington, D.C. 20230.

Senegal To Equip Technical, Agricultural Schools

A recently released tender calls for supply of mechanical, electrical, and civil engineering equipment, chemical and technological elementary equipment, meteorology and welding equipment, machine tools, laboratory equipment, commercial and agricultural equipment, language laboratory equipment, measuring equipment and furniture; to be used in technical and agricultural schools in Senegal.

Tender No. 1/73/DTP/BPETA, bid deadline Dec. 5. Correspondence must be in French. Specifications are available for CFA 10,000 ($50) from Bureau du Project D'Enseignment Technique et Agricole BP 822 11, Rue Malan, Dakar, Senegal. A review copy of the tender documents may be consulted at the: Mission Permanente du Senegal, 51 East 42nd St., New York, N.Y.

Canadian Agent Seeks U.S. Visual Education Items

The Montreal firm of Parent & Trudel is interested in acting as sales agent for U.S. exporters of film slide sets, teaching films, programmed learning materials, and acetate sheets and transparencies for use on overhead projectors. The firm wants distributorships for these items in Quebec, Ontario and in the eastern or maritime provinces of Canada. The firm is a medium-sized wholesale distributor of educational materials selling directly to educational institutions, and already represents a number of school supply producers.

Contact Jean Brard, Marketing Director at Parent & Trudel, Ltd., 5196 Saint Hubert St., Montreal 176, Quebec.

Food Processing Exhibits Invited To Czech Show

Jaroslav Hejhal, Director of Techno-export, Czechoslovakia's Foreign Trade Co., has suggested that firms selling complete food processing plants would have particularly good opportunities at the International Food Salon Exhibit (SALIMA), which will be held at Brno from Feb. 26-March 4. The Czech fair administration welcomes inquiries from potential U.S. exhibitors. Interested U.S. firms should address queries to: Brno Trade Fair and Exhibition, 602 00 Brno-Vystaviste, Czechoslovak Socialist Republic, Cable: FAIRBRNO, Telex: 062294-5.

Boating Revolution Hits Okinawa; Marinas, Equipment Also In Strong Demand

Okinawans may buy almost 1700 boats between now and 1975. This should also create a need for equipment for repair and maintenance facilities, as well as for equipment such as outboard engines, marine radios, depth finders, and other marine items.

Both public and private marinas will be built. Some of the private facilities will be located at luxury beachside condominium complexes. In addition to the local market, the developers expect the well-heeled mainland Japanese to buy vacation condominiums and boats in Okinawa. Power boats will probably constitute 70 to 80 percent of the market, with the remainder for sail boats.

Basic equipment such as outboard engines, marine radios, radio direction finders, compasses, depth finders, small radars, and even omega navigation units will be in demand. Equipment and management know-how for marina services such as repair and maintenance facilities also will be needed, as well as schools to instruct the buyers in sail and powerboat operations. Eventually there may be a need for management expertise, and perhaps participation in, charterboat operations.

Dominica Seeking Bidders On $2 Million Port Project

The Government of Dominica has announced that it plans to request tenders in January from prequalified contractors for the construction of a deep water port at Woodbridge Bay. The port project will run well over $2 million and will include construction of shore protection works, concrete retaining walls, pavements, and at least six buildings. Financing will be made through Caribbean Development Bank (CDB).

Interested firms that have performed comparable work should apply for prequalification forms to: Tippetts-Abbett-McCarthy, Stratton, 345 Park Ave., N.Y., N.Y. 10022, Attn: Irving Greenzang; or Consulting Engineers Partnership, Jean Baptiste House (A1), Old St., P.O. Box 117, Roseau, Dominica, W.I., Attn: Anthony Farrell; or Special Projects Section, Ministry of Finance and Development, Roseau, Dominica, W.I., Attn: W. A. Lawrence. Prequalification forms should be filled out and returned by registered mail to Tippetts, Abbett, McCarthy, Stratton with a copy to the Special Projects Section, Ministry of Finance Development, no later than December 19.

Italian Group Wants Price Quotations For Wood Chips

The Italian Federation of Wood Products Industries requests price quotations for wood chips used in manufacturing wood fiber board and chip board. Prices should specify type of wood, cost per cubic meter, and must include freight costs to Italy (c.i.f.). Contact Dr. Mario Giovene, Director General of Italian Federation of Wood Products Industries (Federazione Italiana Degli Industriali Del Legno Del Sughero E Dell' Arredamento), Via Toscana 10, Rome.

Future Construction Abroad

NIGER — An August 31 agreement between the Government of Niger and a consortium composed of the Green Construction Co. of Des Moines, Iowa, and Voyer S.A. of Paris authorizes feasibility and pre-engineering studies of a **dam on the Niger River at Kandadji**, near the Mali border. Preliminary studies financed by CIDA and done by a Montreal firm, Lamarre-Valois, in 1970 envisaged a multi purpose dam (irrigation, hydro-electric, and river navigation) of some six miles in length. The consortium is responsible for obtaining the major portion of the financing for the studies while the Government of Niger plans to use proceeds from the local Canadian Trust Fund to cover its obligations.

JAMAICA — Byno Ltd., a real estate development firm, plans to **construct 48 townhouses** in the Negril Development Area. The houses will be one and two bedroom models, will cost about $1.9 million and be sited on 3½ acres of land purchased from the Government of Jamaica. Project will include a communal swimming pool, restaurant and laundry. The development is expected to be completed by Oct. 1, 1974. Managing Director Gilbert Byles of Byno Ltd. is applying to the Government of Jamaica for licenses to import air conditioners (window units), lighting fixtures, restaurant equipment, laundry equipment, electric stoves and 12 cubic-foot refrigerators. The company would appreciate quotations on these items from U.S. firms. Developers/Contractors: Byno Ltd., Barnett St., Montego Bay P.O., Tel. 952-1472. Architects: Erickson & Stevenson, Des Plaines, Ill.

MOZAMBIQUE — The contract between the State of Mozambique and the Azevedo Campos Consortium (represented by ACIL-Azevedo Campos, Irmaos, Lda., P.O. Box 1818, Lourenco Marques), for the construction of the **1,000-kilometer Center-Northeast Road**, was signed on Sept. 24. Work is already under way on this latest stage in the program to link all of Mozambique by paved highway. The Center-Northeast road will link up existing paved stretches to connect Beira, in central Mozambique, with major towns in the north as far as the Tanzanian frontier.

AZORES — Junta Geral (General Council) of Ponta Delgada, Sao Miguel, recently unveiled a plan for the development of tourism in the district. The plan covers a ten-year period and envisions infrastructural projects and hotel and recreational construction with a price tag of about $100 million. The study was undertaken by a Spanish firm, Internacional de Ingeneria y Estudios Tecnicos, S.A., of Madrid. It is presently being translated from Spanish to Portuguese and has not yet been submitted to any agency of the central government for approval. Because of financial and other considerations, it is likely to be acted upon only in part, if at all.

PORTUGAL — The Companhia dos Caminhos de Ferro Portugueses (CP), C. do Duque 20, Lisbon, a joint public and privately-owned corporation which operates all railway lines in Portugal, will shortly invite bids from Portuguese and foreign firms for the construction of a **two-track railway bridge** to replace the 95-year-old one-track span now in use. Its cost is estimated at about $7 million. Approximate dimensions are: arch 225 meters from base to base; height of arch 60 meters; length of bridge deck 400 meters.

THAILAND — **Kasetsart University is embarked on an expansion program** partially funded by the World Bank. It involves, apart from extensive construction plans, $6 million procurement of scientific/laboratory equipment. Kasetsart is an agricultural university with faculties of agriculture, forestry, fishery, veterinary science, engineering, science & arts, education, economics and business administration. Interested U.S. suppliers of scientific/laboratory equipment should submit catalogs, price lists and delivery schedules to: F. F. Fairman, Administration Advisor, Kasetsart Univ., Bangkaen, Bangkok.

SPAIN — The Confederacion Hidrografica Del Guadalquivir announced that an **irrigation project is planned for the lower Guadalquivir Region**, in the province of Sevilla. The project will affect 29,330 hectares and will cost close to $25 million. No starting time for construction has been determined. However, it is hoped that work will commence within the next two years. Construction costs will be funded by the Ministry of Public Works. Presently, no bidding has been invited. Further information can be obtained by contacting Ilmo. Sr. D. Mariano Palancar Penella, Director de la Confederacion Hidrografica Del Guadalquivir, Sevilla.

VENEZUELA — **The Yacambu Dam project** will consist of a water transfer, collection and re-distribution system to take the water from the Lara State Basin and the Yacambu River for distribution into the steppe-climate lands of Barquisimeto-el Tocuyo-Quibor. The reservoir dam will be arch type, concrete, 170 meters high, anti-seismic construction with spillways half way up and over the top. The reservoir will be nine kilometers long, one kilometer wide and 170 meters deep. The annual transfer capacity will be 350 million cubic meters, through a 24-kilometer tunnel beginning above the lake, to work like a pressure pipe fed by various pumping stations. Diameter will be 3.5 meters; access pit with a window at halfway point near Turbio River; entry facilities at both ends. Earth dams for regulation of fixed contribution of tunnel and daily demand to be constructed in the upper part of Quibor Valley. A hydroelectric plant with a capacity from 200-685 MW, depending on alternatives, could be installed at outlet end of tunnel. Water distribution system by canals to irrigate 20,000 hectares of land and by deep wells filled by infiltration for irrigation of another 6-8,000 hectares. The project is being promoted by Corporacion de Desarrollo de la Region Centro-Occidental (CORPOOCCIDENTE), Edicio Centro Civico Profesional, Carrera 16, Barquisimeto, Estado Lara, Venezuela. The total cost is estimated at Bs. 260 million and CORPOOCCIDENTE intends to finance the project through a public bond issue which has not been authorized yet.

PERU — The Government has approved a feasibility study prepared by the Swiss firm Motor Columbus Ingenieros Consultores of Baden, for the creation of a new **hydroelectric plant** near Lima called Salto Sheque. The study also calls for the expansion of the Huinco hydroelectric complex located in the same general area. Electro-Peru (the State entity in charge of all electric power developments in the country) has been instructed to get the projects underway immediately. The Salto Sheque plant will be located in the upper reaches of the Santa Eulalia valley northeast of Lima. Four generators producing 585 MW will be installed at a cost of approx. $150 million. It is assumed that financing will be provided by the World Bank, which financed the Huinco Power Project. Interested firms should communicate with Jorge Ratto Chueca, General Manager, Electro-Peru, Centro Civico, Paseo de la Republica 144, 4th Fl., Lima 1.

BOLIVIA — The Government's Oct. 11 Supreme Decree No. 11117, authorizes COMIBOL, Casilla 349, Avenida Mariscal Santa Cruz Esq. Oruro, La Paz, to seek up to $24 million in credits to pay for the following **mining and metallurgical projects**: tin preconcentrating plant in Caracoles, $800,000; construction tin volatilization plant in Potosi, $2.9 million; electric line at Bolivar Mine, $100,000; expansion of tin floating plant at Catavi, $4.5 million; tin tailings dam construction at Catavi, $350,000; copper tailings dam at Corocoro, $82,500; tin concentrating plant at Huanuni, $280,000; tin tailings dam at Juanuni, $275,000; construction of lead-silver flotation plant, 200 ton/day, at San Vicente, $360,000; tin preconcentrating plant at Viloco, $1.4 million. Another $5.3 million is destined for mine development, including $1.5 million for shaft deepening in Quechisla and some road projects. The remainder will be used as operating capital.

SWEDEN—The government-owned Uddevallavarvet AB, Fack, 451 00 Uddevalla, will invest during the coming four years the sum of $119 million on an **expansion of its shipbuilding yard** at Uddevalla, some 50 miles north of Goteborg. The investment will be used mainly for constructing a new dry dock capable of building ships of up to 500,000 tons (with the possibility of increasing capacity to between 600,000 and 700,000 tons), new machine shops, plate shearing and welding halls, fitting-out quay, personnel quarters, and new head office building. The new facilities are expected to be completed by 1977. In conjunction with this expansion project, the National Administration of Shipping and Navigation has agreed to deepen and widen the fairway to Uddevalla to permit the passage of ships to up to 750,000 tons.

THAILAND — The Royal Thai Government has instructed the Bangkok Planetarium of the Ministry of Education to work up a plan to establish an **educational museum in Bangkok**, so that a government budget can be appropriated. Interested U.S. suppliers of scientific instruments relating to physics, chemistry, biology, earth science, and meteorology should submit their catalogs with full technical details and price lists for consideration to: Singto Pukahuta, Director, Education Museum Div., Bangkok Planetarium, Sukhumvit Rd. (Soi 40), Bangkok.

NIGERIA — The Ministry of Economic Development and Reconstruction, 32 Cooper Rd., Ikoyi, Lagos, has published its policy Guidelines for Nigeria's Third National Development Plan, 1975-1980. Opportunities for U.S. exports are seen in certain major projects, as follows: In the **civil aviation field**, recently completed surveys by the Dutch engineering consulting firm N.A.C.O. will form the basis of a massive airport modernization program covering a total of 17 airports, including Lagos International Airport (The list of prequalifying firms for this project is already set). Prime attention will be given in coming years to air navigation facilties, communications, and landing aids. Another Dutch firm, Nedeco, recently completed a 1½ year study of Nigeria's **ocean ports**, with recommendations for improvements. The guidelines suggest that implementation of these recommendations may be delayed for some time pending further studies. In the **telecommunications field**, an International Telecommunications Union team financed by the United Nations Development Program has just begun a long-range study of Nigeria's communications network and will presumably produce specific recommendations in two or three years. Telecommunications Ministry officials are giving "serious thought" to revamping, modernizing, and adding extensions to the Lagos telephone system in the near future. New projects planned in the **electrical power field** include, 100MW extensions to each of the dams at Ugheli and Afam, a new 3000MW thermal plant for Lagos, installation of the 5th-8th generating units at Kainji, a 40-60MW hydro-station on the Gongola River and a large gas-fired thermal station in the oil fields, or alternately a 400MW hydro-station at Jebba. Other sales opportunities may emerge in minor development areas such as **road traffic control, rehabilitation for the handicapped, and TV broadcasting**, to which the Federal Military Government (FMG) will attach top priority during the next Plan period. FMG expects to have ample funds to finance the development plan.

BURMA — The Asian Development Bank is considering four loans to Burma amounting to about $25 million. The projects outlined below are in an early stage of planning, and in accordance with normal Burmese Government policy only fragmentary information is available locally on their exact scope or planned procurement. No additional information will be available direct from Burmese Government agencies for some time. However, it may be useful for U.S. suppliers with a potential interest in any of the projects, and whose products are not already known in Burma, to send descriptive literature to officials of the agencies which will be implementing the projects: **Rangoon City water supply** —Construction of new reservoirs, pumping and filter station, and transmission mains at Phoogyi, north of Rangoon; total cost estimated at $25.3 million including $11 million in foreign exchange. Chief Engineer, Construction Corp., 60 Shwedagon Pagoda Rd., Rangoon; City Engineer (Water & Sewerage), Municipal Committee, Maha Bandoola St., Rangoon. **Electric power transmission**—Construction of five sections of 60KV double-circuit transmission lines; total cost estimated at $38 million including $5 million in foreign exchange. Chief Engineer (Electrical & Mechanical), Electric Power Corp., 197/199 Lower Kemmendine Rd., Rangoon. **Rice mills modernization**—Modernization of existing mills, construction of three new mills, silos, and renovation of rice bran oil plant; total cost estimated at $10 million, including $3.7 million in foreign exchange. Chief Mechanical Engineer, Trade Corp. No. 1, Phayre St., Rangoon (concerning rice bran oil mill only); Chief Chemical Engineer, same address. **Fisheries**—Provision of trawlers, gill-net vessels, engines and spare parts, and cold storage plant; total cost estimated at $9.3 million, including $6.1 million in foreign exchange. Some ship-to-shore communications equipment may also be included. Managing Director, Pearl and Fishery Corp., 654 Merchant St., Rangoon; Asst. Mgr. (Foreign and Local Purchase Dept.), Pearl and Fishery Corp., 654 Merchant St., Rangoon.

ECUADOR — The Municipality of Quito has awarded the local firm, Sevilla Martinez C.A. (SEMAICA), P.O. Box 1350, Chile 1350, Quito, a contract to build the **13-story building** which will house the City's Chambers of Commerce and Industry. The modern edifice, which will be located in the northern part of Quito, will have an adjoining elliptical conference hall capable of seating 500 persons. The complex is scheduled for completion by spring of 1975 and will cost $600,000. The main building will include a large library, and an exhibition hall on the first floor. The conference facilities. equipped with the latest visual and sound equipment, will be suitable for international meetings.

JAMAICA — Eric Bell, Minister of Public Utilities, Communications and Transport has announced that the first phase of the construction of Kingston's **$40 million trans-shipment port** commenced in November. The first phase will include the construction of two of the four 600-foot berths (berths 10 & 11) adjacent to the present berths, and two similar berths to be sited on the reclaimed land extending into the harbor from the shoreline and out to Gordon Cay. Phase I will also incorporate the construction of a free-port with storage and manufacturing facilities. Steel pilings to be used in the construction have already been ordered by the Port Authority, the organization which is responsible for the project's development. U.S. suppliers of ancillary materials can contact the contractors: Douglas Pierce (Engineers) Ltd., 11A Swallowfield Rd., Kingston 5, Tel: 926-5421.

BARBADOS — Barbados Industrial Development Corp. (BIDC) has requested submission of prequalification data from consulting engineers in connection with the construction of **six factory buildings** ranging in cost from $75,000 to $375,000 each. Although notices have asked for data from consulting engineers, there may be opportunities for sale of U.S. construction materials, fittings, and similar items. An important consideration in selecting firms will be experience and first hand knowledge of sites and working conditions in Barbados and Caribbean. Interested firms that have performed comparable work should submit prequalification data not later than November 30 to: Manager, Barbados Industrial Development Corp. (BIDC), Pelican Industrial Park, Bridgetown. Bids will be issued in December to prequalified firms only. Construction is slated to begin in February.

CHILE—Servicio Comercial de Metales (SERCOMETALES) has announced that the Government of Chile is expected to approve a request by Petroquimica Chilena S.A. to issue bids for engineering, purchase, and construction of a **polyester chip plant** with an annual capacity of 12,000 to 15,000 tons. According to SERCOMETALES the plant will produce four types of chips: brillian, semimate, mate, black. At this stage, Petroquimica prefers batch process method which can use either terephthalic acid (TPA) or dimethyl terephtalat (DMT). If the plant can only use one of these, the type must be indicated. Petroquimica has little information on this type operation and any firm interested in participating at this stage would gain considerable advantage when project is open for bids. Interested U.S. firms should contact: Patricio Jarpa Yanez, Sercometales, Ahumada 312, Office 234, Santiago. Phone: 62443—717346, Telex: 3520115 SERCOMET.

THAILAND — The State Railway of Thailand, Bangkok, will invite bids on the following **railway items**, at the end of 1973 or early 1974. Thirty units of eight-wheel hopper wagons and two units of brake vans equipped with ballast graders for track work. Estimated cost of $570,000. Replacement of 50 lb/yard rail with 80 lb/yard rail over a total length of approx. 257.5 miles for better load and greater safety. Estimated cost is $5.49 million. Two crane vans for marshaling yard. Estimated cost is $490,000. Two shunting locomotives for operation in marshaling yard. Estimated cost is $490,000. These purchases will be financed by a loan from the World Bank.

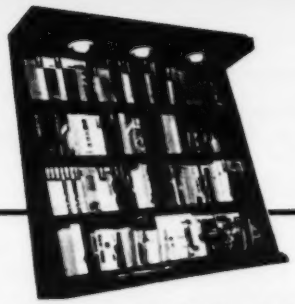
(See story on international lending agencies for development projects, including the World Bank, beginning on Page 10.)

Future Construction Abroad Summary Available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in *Commerce Today* and *Commerce Business Daily* during July, August and September is available to U.S. firms from the Trade Opportunities Sec., BIC-267, Rm 1322, U.S. Department of Commerce, Washington, D.C. 20230.

A pre-addressed mailing label should be included with the request to facilitate processing and mailing. The summary, which may also be reviewd at any of the 43 Commerce District Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A limited number of copies of the second quarter 1973 summary are also available upon request and will be distributed on a first-come, first-served basis.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its district offices.

MARITIME ADMINISTRATION

Report on rail and marine interface at the port of Hampton Roads. 24pp. 55c. This report is a survey, analysis, and evaluation of the rail terminal/marine terminal interchange situation in the port of Hampton Roads. The overall objective is to identify problem areas and offer recommendations for solutions to increase interchange efficiency.

NATIONAL TOURISM RESOURCES REVIEW COMM.

Destination USA. Vol. 6, appendix. 40pp. 65c.

DOMESTIC AND INTERNATIONAL BUSINESS

BUR. OF COMPETITIVE ASSESSMENT AND BUSINESS POLICY

U.S. industrial outlook: 1974, with projections to 1980. 398pp. $3.40. This edition contains for the first time special reports on general economic areas that affect the individual industries.

Mayonnaise, salad dressings and related products; 1972. 16pp. Free on request from the Domestic and International Business Administration.

Copper. Vol. 19, No. 4. July 1973. 24pp. Annual subscription $2 (add 50c for foreign mailing). Single copy 50c.

BUREAU OF EAST-WEST TRADE

Export control bulletin—supplement to export control regulations (ECB-OEC-103). 30pp. 50c.

BUR. OF INTERNATIONAL COMMERCE

Overseas Business Reports

Annual subscription $28.50 (add $7.25 for foreign mailing). Single copies 30¢.

Basic data on the economy of France (OBR-73-48). 20pp. Supersedes: OBR 70-61.

The Andean Common Market: implications for U.S. business (OBR 73-49). 18pp.

SOCIAL AND ECONOMIC STATISTICS ADMIN.

BUR. OF ECONOMIC ANALYSIS

Survey of current business, Vol. 53, No. 9. September 1973. Annual subscription, including weekly statistical supplement, $20 (add $5 for foreign mailing). Single copy $2.25.

BUREAU OF THE CENSUS

Bureau of the Census Catalog: January-June 1973. September 1973. 170pp. Annual subscription (four consecutive issues, 12 issues of the monthly supplement) $6.50 (add $1.75 for foreign mailing). Single copy price varies; This issue $2.15.

Small-area data notes. Vol. 8, No. 10. October 1973. Sold in combination with Data Access Descriptions at an annual subscription of $5.50. Single copy price varies, this issue 25c.

Construction and housing

Housing completions: August 1973 (C22-73-8). 8pp. Annual subscription $1. Single copy 10c.

New one-family homes sold and for sale: July 1973 (C25-73-7). 10pp. Annual subscription $3. Single copy 10¢.

Value of new construction put in place: August 1973 (C30-73-8). 28pp. Annual subscription (includes monthly and annual supplement) $5.50 (add $1.50 for foreign mailing). Single copy 55¢.

1970 Census of Housing

Structural characteristics of the housing inventory (HC(7)-4). 462pp. At GPO bookstores, $4; by domestic mail $4.55.

Distribution and services

Monthly selected services receipts: August 1973 (BS-73-8-). 12pp. Annual subscription $1. Single copy 10c.

Monthly wholesale trade-sales and inventories: August 1973 (BS-73-8). 20pp. Annual subscription $3.50 (add $1 for foreign mailing). Single copy 35c.

Monthly department store sales in selected areas: August 1973 (BD-73-8). 10pp. Annual sub. $1. Single copy 10c.

Monthly retail trade—sales and accounts receivable: August 1973 (BR-73-8). 26pp. 40c.

Weekly retail sales for week ending October 13 (CB-73-306). 2pp. 15c.

Weekly retail sales of retail stores in the United States for week ending October 20 (CB-73-313). 2pp. 15c.

Foreign trade

Exports—commodity by country: July 1973 (FT 410-73-7). 514pp. Annual subscription $72.50 (add $18.25 for foreign mailing). Single copy $6.25.

Airborne exports and general imports: August 1973 (FT 986-73-8). 4pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10c.

General imports—cotton manufactures: August 1973 (FT 130-73-8). 14pp. Annual subscription $1. Single copy 10c.

Bunker fuels: August 1973 (FT 810-73-8). 2pp. Annual subscription $1. Single copy 10c.

Industry

Annual survey of manufactures: 1971—industry profiles (M71(AS)-10). 272pp. $3. Entire series (all 1971 reports) $7.75. For each of 527 manufacturing industry groups and industries, presents 20 basic data series relating to employment, payrolls, manhours, value of industry, shipments, value added by manufacture, capital expenditures, inventories, and selected averages.

Population

Voting and registration in the election of November 1972 (Series P-20, No. 253). 218pp. $3.30.

Birth expectations of American wives: June 1973 (Series: P-20, No. 254). 12pp. 25c. Advance data from the June 1973 Current Population Survey.

1970 Census of Population

Women by number of children ever born (PC(2)-34). 424pp. At GPO Bookstores, $3.50; by domestic mail, $3.95.

Graphic summary of the 1970 Population Census (PC(S1)-55). 52pp. At GPO Bookstores, $1; domestic mail, $1.25.

Persons not employed (PC(2)-6B). 284pp. At GPO Bookstores, $2.75; by domestic mail, $3.20.

Characteristics of the Population

New York. Vol. I, part 34, section 2. 952pp., hard cover. $16.25 for sections 1 and 2, sold as a set only.

South Carolina. Vol. I, part 42. 1114pp., hard cover. $9.50.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMIN.

National Marine Fisheries Service

Marine fisheries abstracts, Vol. 26, No. 10. October 1973. Annual subscription $6.50 (add $1.75 for foreign mailing). Single copy 65c. This publication contains summaries of selected articles from trade, engineering, and scientific journals dealing with the entire spectrum of fishery science.

Marine fisheries review. Vol. 35, No. 9. Annual sub. $12.50 (add $3.25 for foreign mailing). Single copy $1.15.

Unharvested fishes in the U.S. commercial fishery of western Lake Erie in 1969 (MMFS SSRF-670). July 1973. 10pp. 25c. Potential commercial fish production was estimated for U.S. waters of western Lake Erie in 1969 from pounds landed and pounds discarded.

National Ocean Survey

National Ocean Survey publications should be ordered only from: National Ocean Survey, Distribution Division (C44), Riverdale, Md. 20840; or call 301-344-2613 (24 hour service).

Chart Catalogs

Catalog of aeronautical charts and related publications. Folder-style catalog. Free upon request.

Alaska, including the Aleutian Islands (Nautical Chart Catalog $3). Folder-style catalog. Free upon request.

NATIONAL BUREAU OF STANDARDS

Thermal conductivity of solids at room temperature and below—a review and compilation of the literature (Monog. 131). 624pp., hard cover. $7.80. An extensive compilation is given of the measured values of thermal conductivity for nearly all solid materials from room temperature down to 0.01 Kelvin.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price of each document is $3 unless otherwise indicated (Microfiche price is $1.45, unless otherwise indicated).

Development of a Left Ventricle-Aorta Assist Device (PB-222 870). Thermo Electron Corp., Waltham, Mass. 132pp. $4.50. Reports and evaluates a left ventricular assist device (VLAD) in terms of long and short range physiological effects including pump function in chronic calf experiments.

Normal Carboxyhemoglobin Levels of Blood Donors in the United States (PB-222 503). Medical College of Wisconsin, Milwaukee. 250pp. $5.75. Tells results of a survey of venous blood samples from 29,000 adults obtained at chosen blood bank collection sites.

Blood Oxygenator Testing and Evaluation, Part II, Procedures and Results (PB-222 679). Brown Univ., Providence, R.I. 135pp. $4.50. Summarizes results of blood-to-gas transfer measurements in artificial lungs with a review of techniques employed.

A Survey of Analytical Methods for Determination of Controlled Drugs in Body Fluids (PB-222 502). Arthur D. Little, Inc., Cambridge, Mass. 246pp. $5.75. Surveys and evaluates published quantitative methods for determination of certain drugs in mammalian fluids and tissues.

Financial Planning in Ambulatory Health Programs (PB-222 501). Boston Consulting Group. 244pp. $5.75. Focuses on the financial implications of organizing and maintaining an ambulatory care center.

Medline Reference Manual (PB-222 991). National Library of Medicine, Bethesda, Md. 227pp. $5.75. A comprehensive manual for the operation of a Medline system: modes of access, commands, techniques, plus instructions for use of Serline, Cataline, Sdiline, Compfile.

Psychotomimetics (AD-765 371). Army Foreign Science and Technology Center, Charlottesville, Va. 107pp. $4.75. Discusses the main problems connected with the experimental and clinical study of psychotomimetic pharmalogical preparations which induce physic activity disturbances in healthy people.

Vapor Cycle Energy System for Implantable Circulatory Assist Devices (PB-222 707). Thermo Electron Corp., Waltham, Mass. 346pp. $7.25. Describes the development of the heart assist system driven by an electronically-controlled vapor cycle engine termed the tidal regeneration engine (TRE).

Cyanoacrylate Tissue Adhesives: A Bibliography with Abstracts (COM-73-11354). National Technical Information Service, Springfield, Va. 49pp. $20/mf $20. Contains 46 selected abstracts of research reports including applications, properties, synthesis.

Industrial Health and Safety Criteria for Abrasive Blast Cleaning Operations (PB-223 022). Arthur D. Little, Inc., Cambridge, Mass. 216pp. $5.50. Examines, assesses, evaluates existing standards and safety/health conditions in a broad representative scope of abrasive blast cleaning operations within various U.S. industries.

Underwater Medicine and Related Sciences: A Guide to the Literature (AD-765 912). George Washington Univ., Washingtton, D.C. 702pp. $37.50. An up-to-date reference for research workers in a fast-growing field that takes on new importance as the commercial, educational and recreational possibilities of the sea are developed by new technologies.

Development of Intimal Linings (PB-223 036). Battelle Columbus Laboratories, Columbus, Ohio. 87pp. $3.75. Reports on the development of viable *in vitro* cell coatings on the surfaces of prosthetic devices and their *in vivo* evaluation in the calf.

Multiple-Layered Intimal Linings by Perfusion Culture (PB-223 039), University of Michigan, Ann Arbor, Mich. 23pp. $2.75/mf $1.45. Investigates methods needed in order to develop viable intimal linings for artificial vascular prostheses. April, 1973.

Toward A General Science of Man-Systems—A Venture Into Social Physics: Beginnings (AD-765 506), General Technical Services, Upper Darby, Pa. 441pp. $8.75. This report introduces physical notions of thermodynamics into the physiological-behavioral facets of man's social organizations.

Library Status: U.S. Pacific and Selected Pacific Areas (PB-223 044), Univ. of Hawaii, Honolulu. 182pp. $5.25. Contains a literature review and a questionnaire survey of the current status of library holdings, services and activities in the Pacific Ocean Islands.

Health Care Status: U.S. Pacific and State of Hawaii (PB-223 043), Univ. of Hawaii, Honolulu. 156pp. $4.75. An extensive literature review on public health and medical services in the Pacific Ocean islands,and on communication facilities utilized by those systems.

Health Care Status: Selected Pacific Areas (PB-223 042), Univ. of Hawaii, Honolulu. 126pp. $4.50. Describes health services in New Zealand and New Zealand-Assisted Islands of the South Pacific including health conditions, health service organization, personnel.

Medical Communication Requirements: U.S. Pacific (PB-223 041), Univ. of Hawaii, Honolulu. 92pp. $6.75. Summarizes results of interviews with Honolulu medical personnel regarding their perception of medical communications needs of the Pacific Ocean islands and provides a basis for the design of a pilot medical demonstration network.

First Year Medical User Demonstrations, Pacific Library Conferences, Biomedical Transmission Tests (PB-223 030), Univ. of Hawaii, Honolulu. 84pp. $3.75. A detailed summary of pilot demonstrations in medical and health communications via satellite in the Pacific Islands.

Public Transportation Information System: What Level of Sophistication? Stanford Univ., Palo Alto, Cal. 40pp. Proposes an easily accessed, central source of information regarding all public ground transportation trips in a region, and evaluates these systems to perform this information service: a manual reference system, microfiche system, computerized system.

Minneapolis People Mover Study: Final Report, Conceptual Design, Performance Specifications (PB-222 619). Bechtel Corp., San Francisco, Cal. 441pp. Discusses general system characteristics, routes, patronage forecasts, vehicles, financing and revenue and other factors of a proposed people mover system in Minneapolis.

The Handicapped and Elderly Market for Urban Mass Transit (PB-222 828). Transportation Systems Center, Cambridge, Mass. 29pp. Aimed toward better transportation services for various urban groups that depend on mass transit—particularly the aging and physically handicapped.

Transport and the Biological Effects of Molybdenum in the Environment (PB-222-616 Univ. of Colorado, Boulder. 387pp. $8. An investigation of the transport and biological effects of molybdenum as it effects the environment and public health; also including a thorough coverage of molybdenum's sources and control.

BART Prototype Car Development Program—Vol. 1, Program Synopsis (PB-222 975), Rohr Industries, Chula Vista, Calif. 73pp. $3.50. Traces The Bay Area Rapid Transit District Rapid Transit Vehicle Program through the planning, design, development and prototype test phases . . . describes program progress from design philosophy through operational tests and delivery of ten prototype rapid transit railway vehicles.

BART Prototype Car Development Program—Vol. II, Program Details (PB-222 976). Rohr Industries, Chula Vista, Cal. 271pp. $4.75. This second part of a two-volume report provides detailed technical material for engineering personnel in the Bay Area Rapid Transit District Rapid Transit Vehicle Program.

Biomedical Prospects, Trade Contacts In 32 Markets Listed

The Bureau of International Commerce has published the following Trade Lists since June.

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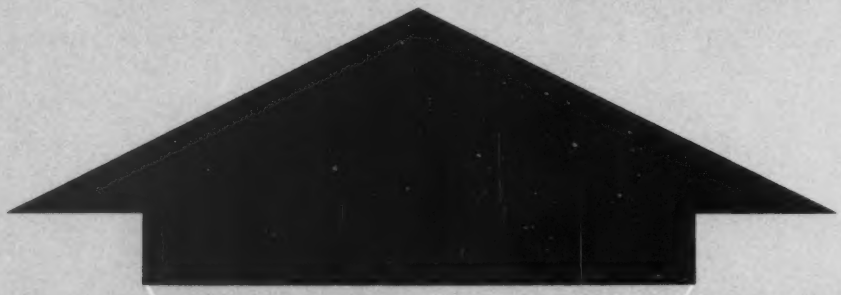

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